A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 24, 1967

Europe's exploding data systems

395 new world market reports

57 UN development projects

India's better investment climate

International Trade Winds Newsletter

Company News

CONSTRUCTION—Foster Wheeler Corp., Livingston, N.J., has been awarded the engineering and construction contract for a $70 million fertilizer complex to be built near Santos, Brazil, by Ultrafertil, S.A. Associate contractors for the project, said to be the largest now being undertaken in Brazil, are Dorr-Oliver Engineering, Ltd., Stamford, Conn., and D. M. Weatherly Co., Atlanta, Ga. Construction has started on eight of 14 planned agricultural service centers, and work on the fertilizer complex is to start within six months, with completion set for late in 1969.

ELECTRONICS—Philco S.A. de C.V., a subsidiary of Philco-Ford Corp., Philadelphia, has begun marketing the first line of color television sets manufactured in Latin America. Three console models are being manufactured in Philco Mexico's Mexico City plant, which also produces black and white TV receivers, radios, and phonographs. The Mexican Broadcasting Co. has begun telecasting seven to eight hours in color each week, with the total expected to double by the end of the year.

STEAM TURBINES—IGE Export Division of the General Electric Co., New York, has received a $3.4 million contract to supply the Republic of Korea with its largest steam turbine-generator. The order, placed by Korea Electric Co., calls for a 137.5 megawatt generator to be added at Tangin-Ri power station near Seoul. The new power plant, which will have double the capacity of the utility's largest present unit, will raise the system's overall power generation capacity to 600 megawatts. The purchase will be financed under a loan from AID, and installation is set for completion in 1970.

PLASTICS PRODUCTION EQUIPMENT—D-M-E Corp., Detroit, a subsidiary of VSI Corp., Los Angeles, has opened a subsidiary of its own in Mexico City, to be known as Partes Para Moldes D-M-E, S.A. The new firm will become exclusive distributor in Mexico, as well as Central and South America, for D-M-E products, including mold bases and mold accessories for the plastics industry and unit dies and related components for the die casting industry.

Arnold Palmer wins again. This time on indoor fairways, at the recent Sports and Leisure Goods Show at the Tokyo U.S. Trade Center. Palmer Golf Export, Inc., represented in Japan by United Overseas Corp., earned $70,000 in sales during the 5½ day show and expressed particular satisfaction at the high caliber of the show visitors.

Packaging, an industry that seeks to catch the public eye, has won the attention of Commerce's trade exhibition stagers—at Paris and Mexico City last fall, London this spring, and Mexico City again this fall. The spotlight brings results. The London U.S. Trade Center reports 25 firms anticipate new business of $1,222,100 from the spring show over the next year. By end of show new-to-market exhibitors had made progress on 20 agency/distributorship or licensing arrangements.

"To see what's new." Four little words, repeated hundreds of times over by trade visitors at U.S. commercial exhibitions overseas, summarize a basic advantage of (and challenge to) American manufacturers in world markets. The U.S.A. is regarded everywhere as the land from which the new things come. So it's worth repeating: our products are greeted with satisfaction if they are new in technology, styling or packaging/presentation; viewed somewhat critically when they are not.

The Lion and the Unicorn. It's a label that 30 British firms in clothing, leather, chemicals and automotive products hope will be persuasive in the U.S. beginning this fall. It is the first time that British companies are getting together in sales, marketing and distribution to make a specific charge at the U.S. market. Target is $84 million in sales by the end of 1968.

Stolzer Products of New York City—buttons and sew-on badges—helped kick off the new sample display service at the U.S. Embassy Commercial Office in Addis Ababa, Ethiopia, last month. Signs in English and Amharic invited inquiries by prospective agents, who are directed after individual discussions to write to the company. Two weeks exposure resulted in about a dozen serious candidates. For information on free use of this service, U.S. firms without agents in Ethiopia may write Commercial Attache, American Embassy, Addis Ababa.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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in this issue

"Development," a word of constant use in the vocabulary of our times, fits the theme of the major stories in this issue. As applied to entire areas in the world, it describes 57 United Nations projects listed on Page 30. As applied to the situation in India, it is woven through the U.S. Commercial Attache's report on Page 4. As applied to new communications links in Europe and adjacent lands, it offers opportunities to U.S. exporters that are pictured on Page 2.

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International Commerce

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COMMUNICATIONS EXPLOSION

Stunning market growth . . . with major problems

Survey reveals sales potential for U.S. teletypewriters, computers in 25 nations

By MARIO J. MOLINARI
Communications Industries Division, BDSA

Stunning market growth ahead—and major problems with foreign competition. That is the picture that emerges in a new survey of the potential for U.S. telecommunications and data transmission equipment in key European markets and also in the Near East.

The bright promise of worldwide coverage through the usage of satellites and the tremendous growth of telegraph and telephone services, presently being experienced and anticipated over the next 30 years, are expected to expand the overseas market for teletypewriters, digital data and time-saving computers and components at a phenomenal rate even exceeding U.S. domestic growth.

For example, there are presently 100 million telephones in service in the United States, representing 48% of the world total. By the year 2000 the U.S. total will triple to 300 million, but the world total will increase five-fold to over one billion. Approximately 75% of the telephones in use then will be outside the United States.

Again using U.S. growth as a yardstick, the number of subscribers to teletypewriter exchange service in this country has grown at an increasing rate which is expected to reach 10% in 1967. In 1966, the number of subscribers to teletypewriter exchange service was approximately 72,500, a 6% increase from the previous year. Subscriber lists are growing much more rapidly in most foreign countries.

With respect to computers, there were about 34,000 units in use in the U.S. a year ago, including those used for the transmission and reception of information over existing teletypewriter and telephone lines. The present number of unfilled applications exceeds 20,000.

Teletypewriter exchange service is growing at a fantastic rate in countries having modern and efficient telephone and telegraph systems. The rate of growth in the developing countries is much slower, but it is anticipated that the pace will quicken as existing systems are expanded and improved. Application of computers to the transmission of data is developing slowly in most foreign countries. However, the demand for more effective communications service should help accelerate the integration of computers into national networks.

Commerce Department's Business and Defense Services Administration requested commercial officers at 25 U.S. embassies in Europe, North Africa and the Near East to supply specific information on the telecommunications and data transmission industries in each particular country; how many computers and teletypewriters are in use? what are the sales prospects for these items? how fast have sales of these products been growing? and what are the chances for U.S.-made machines to sell in the market? The survey request went to the embassies in February 1966, and replies were received during the subsequent six months.

Surpass telegraph

In Europe the use of teletypewriters in domestic and international telegraph service has surpassed conventional telegraph traffic in recent years. Domestic telegraph usage in the United Kingdom, for instance, amounted to 10.9 million messages in the fiscal year ending March 31, 1966, compared to 11.6 million the previous year—a decrease of 6%. Teletypewriter exchange service, however, reached 17.4 million messages during the same period—an increase of 7%.

Growth in the number of subscribers of teletypewriter exchange service in the principal countries has varied from 6% in Spain to approximately 30% in France. Total number of subscribers in France reached 9,000 at the end of 1965, and is increasing at an annual rate of 25-30%. By 1972 the number of subscribers is expected to reach 32,000.

The number of subscribers in Belgium has more than doubled between 1961 and 1966, from 1945 to an estimated 4,778.

The largest number of teletypewriters in Europe is in West Germany. As of 1967 there were 60,000 teletypewriters in service. Next came the United Kingdom, France, Italy and the Netherlands, in that order.

Teletype exchange service is usually provided to subscribers by the government, which owns and operates the domestic and international and telegraph networks. Users of the service are banks, stockbrokers, shippers and airlines, press agencies, and both government and privately owned industrial organizations. Only a small percentage of the teletypewriters in use are privately owned.

Slow rise in computers

The application of computers for the transmission of data is developing slowly in most European countries. However, there is a growing interest among industry and government entities for integration of computers in the domestic telephone and telegraph systems because of the rapid and efficient services realized from their use in the United States.

Computers for this type of service were not available in 1966 in Italy, Spain, Greece, the Netherlands, Portugal, and Luxembourg. There were 11 units in operation in Sweden, three in Austria, two in Denmark, one in Ireland, two in Finland.

However, at the same time there were at least 800 in the United Kingdom, where airlines, government agencies and commercial firms have or intend to install computers for the transmission of data.

Although the number of units is not available for France and West Germany, computers for all types of services number 1,000 and 2,000 respectively.

These countries have been rather slow to develop data transmission systems. The use of data transmission equipment in Germany remains in the testing stage and is presently restricted to a few commercial entities, such as the auto industry.

According to a report of the French

Economic and Social Council published in early 1966, approximately 4,500 computers will be in service in France by 1971 for various types of uses. However, in order to retain sufficient autonomy in this field, the council recommended the progressive establishment of an automatic and more efficient network for the transmission of data between information treatment centers, governmental agencies and French commercial enterprises. At present only one of the twelve computers of the Ministry of Posts and Telecommunications is used for data transmission traffic.

The market for teletypewriters is dominated by European manufacturers except for the United Kingdom, where a U.S. subsidiary furnishes most of the units required by the General Post Office and U.S.-made equipment is furnished in installations for use with computers for data transmission. Because of the favorable position of U.S. manufacturers of computers who specify the teletypewriters to be used with their equipment, there are good prospects for future sales in the United Kingdom.

In Germany, the domestic market is controlled by local manufacturers, one of which is a U.S. subsidiary. It is unlikely that American-made equipment can be introduced into the market at the present time.

The policy of the Ministry of Posts and Telecommunications in France limits its procurement to French manufactured equipment. However, the market for the private field is considered good, particularly for less expensive types of units now available in the U.S. Interested manufacturers must have their equipment approved by the Ministry of Posts and Telecommunications and also have an agent in France.

High U.S. prices

The market in Italy is principally controlled by an Italian firm. Only 100 to 150 machines of the 8,430 in use are of German, English or American make. Although the quality of the American teletypewriters is well recognized in Italy, U.S. prices are much higher due to shipping costs, market distance, and service costs, and constitute one of the most serious obstacles to market expansion.

As for the other countries surveyed, domestic manufacturing facilities are either very limited or not available. This market is competed for by German, French, Italian, English, and American manufacturers.

U.S. subsidiaries in the United Kingdom and Germany are competing successfully for the markets in Ireland, Greece and Austria, and a U.S. manufacturer was recently successful in introducing a less expensive unit in the Swedish market.

To compete for the growing market for teletypewriter equipment in Europe, U.S. manufacturers can penetrate this lucrative area by:

- Building subsidiaries in promising areas;
- Entering into licensing agreements with foreign firms for the introduction of teletypewriter units;
- Marketing less expensive units, with prices comparable to those of European competitors;
- Selling the more expensive and sophisticated units to selective customers. These teletypewriters are better in quality and are capable of providing more rapid service than those of their foreign competitors.

U.S. computers dominate

U.S. manufacturers of computers have been highly successful in selling their equipment in Europe. In Germany and France, however, domestic manufacturers will progressively cut into U.S. sales as the industry develops in these countries.

The most significant sales increases are anticipated in the United Kingdom, where expansion in the use of computers for the transmission of data over existing telegraph and telephone facilities is being continued by the General Post Office.

In other areas where this service is available, such as Austria and Sweden, the market is limited to a few installations annually.

Promising customers in all areas are airlines, commercial entities, banks, newspapers, and government agencies.

In North Africa and the Near East the information in this survey was gathered before the recent crisis and many of its conclusions will undoubtedly be altered. Nevertheless, they are presented as indications of possible post-crisis trends in that market.

Teletypewriter exchange service is quite limited, and growing at a slow rate in this area. There are approximately 1,350 units in Israel, 615 in Morocco, 550 in Algeria, 440 in the United Arab Republic, 160 in Tunisia, 12 in Syria, and only one commercial unit in Jordan. The number of machines in Libya and Turkey is unknown.

This service is usually provided over government-owned and operated communication systems.

Israel has the highest growth rate among the countries surveyed. Turkey, however, expects to purchase over 3,000 units over the next five years to meet civil and military requirements. Some of the other nations are also developing their internal communications.

Computers used for data transmission are limited to one in Jordan, two in Algeria and a few in Israel. The unit in Jordan is not yet in operation while the two in Algeria are used exclusively by Alitalia Airlines and the Algerian Press Service. Those in Israel are available for use with the teletypewriter exchange network.

Tied to European sources

Teletypewriters in surveyed countries are of European origin, except for Turkey where a substantial number of units have been installed under the Agency for International Development's assistance program. Future procurement will probably be made chiefly in Europe because of the price factor.

U.S. manufacturers may compete through European subsidiaries and, as stated previously, through the introduction of less expensive models. A promising market in Libya will develop with the improvement of domestic and private telecommunications facilities. Oil companies in particular have proven to be extremely interested in teletypewriter exchange service.

As an initial step to promote sales in Israel, U.S. manufacturers should train Israeli technicians on their equipment at plants in the United States. Visits by technical salesmen or engineers from the U.S. would also help. Since U.S. equipment was discouraged in the Government-operated network, private operators, such as newspapers, should be approached by interested American manufacturers.

The market for computers in this area is extremely limited and sales in the next few years seem unlikely. Interested oil companies would be promising customers, but the introduction of such equipment will have to follow improvements to existing communications facilities.

Reports available

A summary of the reports furnished by the 25 U.S. Embassies, or copies of the individual reports themselves, may be obtained free of charge from the Communications Industries Division, Business and Defense Services Administration, Room 4805, U.S. Dept. of Commerce, Washington, D.C. 20230.

India greets investors; agriculture key to growth

Fertilizers, better seeds can reverse trends and move whole economy to better levels

By FRANK S. WILSON

Counselor for Commercial Affairs, U.S. Embassy, New Delhi

India is a country at mid-stream in its development from a traditional society based on agriculture to a diversified industrial and agricultural economy capable of generating its own momentum.

The overall business outlook today needs to be viewed in the context of a reduced rate of industrial expansion and a lower level of general business activity during the last two years. This has resulted primarily from the drought conditions which have seriously affected Indian agriculture during the past two years.

The new Indian budget seeks to avoid both price inflation and significant changes in tax levels. Its key word is 'stability'. As a balanced budget, it defers many developmental expenditures.

Nevertheless, policy decisions reflected in the budget suggest that India is likely to offer a somewhat more hospitable area for American private investment activity than in the recent past.

The Deputy Prime Minister, in his budget address, emphasized the value of private foreign investment to India, not only for traditional reasons but because of its potential bearing on the development of India's exports. "We could", he stated, "therefore welcome private foreign investment, particularly when it can assist our export effort."

Emphasis on export development also coincides with a desire to stimulate overall industrial growth which has lagged during the past two years.

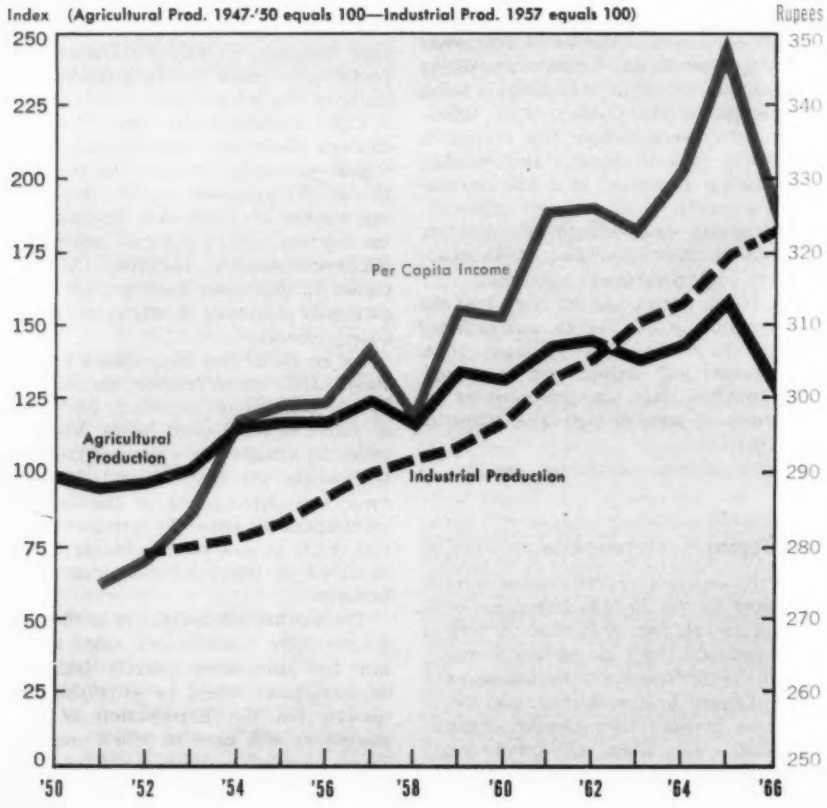
India is developing a new strategy to improve agricultural efficiency and reduce its dependence on food imports. Because of the close relationship between India's agricultural economy and general business conditions in that country, it is useful to look at the relationship between India's rapidly growing population and its food supplies. This is also necessary in order to answer a recurring business question, "Can a country which cannot feed itself possibly be a good business risk?"

The story of the tragic failure of the monsoons and of the resulting crop shortages during the past two crop years is well-known. Less well-known is the fact that India's foodgrain production actually increased from 52 million tons to 1950-51 to a high of 89 million tons in 1964-65. In this period per capita food production increased substantially faster than the growth of population.

During the two fiscal years ending Mar. 31, 1966 and Mar. 31, 1967, foodgrain production declined to 72 million tons and about 76 million tons respectively. Nevertheless, given reasonable averages on rainfall during the years ahead, foodgrain production should soon exceed the high of two years ago and continue to move upward.

There is a solid reason for this statement. By the early 1970's modern plants producing over two million tons (nitrogen content) of fertilizer are likely to be on stream. New types of seed which are highly responsive to fertilizer give prom-

India's Per Capita Income Follows Agricultural Performance



ise of sharply increased production. In the Punjab such seed has produced 2½ to 3 tons per acre in recent plantings against an all-India average of 800 to 1,100 lbs. per acre.

The willingness of Indian farmers to pay black market prices for improved seed and fertilizer attest to the speed with which these improvements are being accepted. Thus, in the next few years the prospects of declining food deficits and of the eventual ability of the country to feed itself appear favorable.

U.S. exports to India are expected to continue at a relatively high level during 1967-68, even though somewhat below the future potential for American traders in this developing market. Immediate prospects for exports of intermediate and capital goods are somewhat diminished by India's continuing need for emergency imports of food and fertilizer.

There will be, nevertheless, many opportunities for American exporters in selected high-priority lines to sell to the Indian Government and Indian industry generally. Many of these export opportunities will arise under large-scale assistance which India is receiving from the U.S. Government and international lending agencies for maintenance imports.

Aggressive exporters have also an opportunity to make sales against India's free foreign exchange because of the greater freedom which Indian importers now have to choose their source of supply.

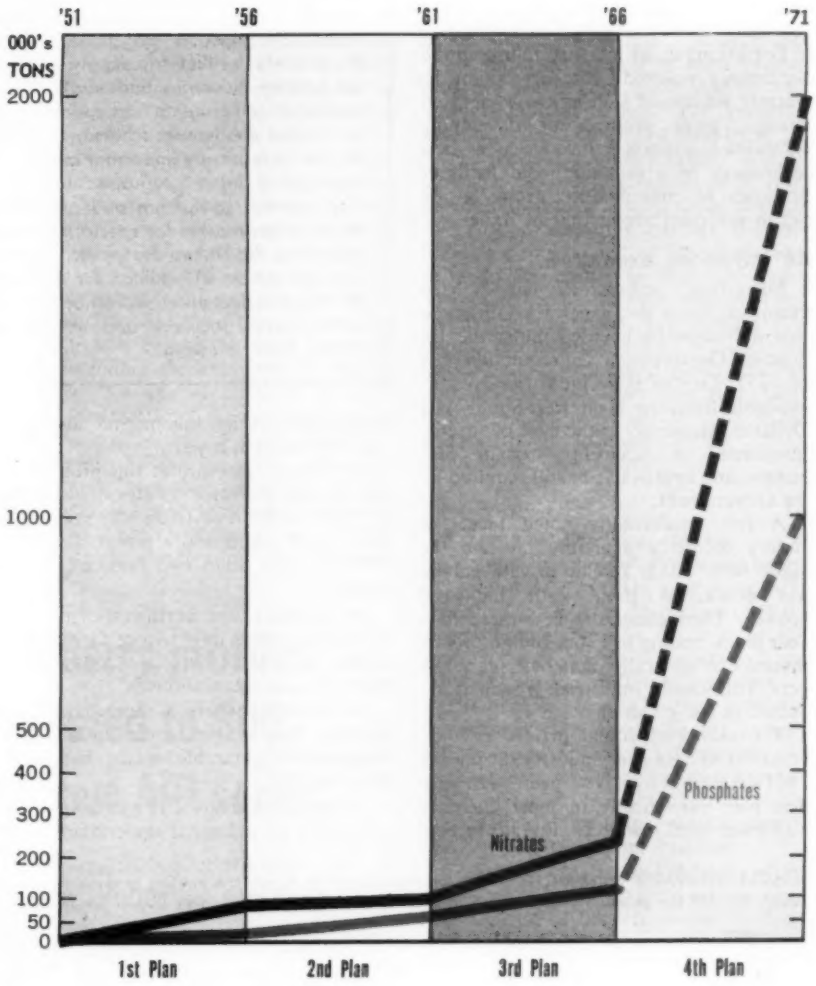
India's import policy is designed to support the production of existing industries and to promote Indian exports. Imports for industrial production are likely to be bolstered by the further import concessions announced May 1 favoring actual users in 59 priority industries which now receive what amounts to revolving import licenses. These industries, which account for about 75% of India's current production, are listed in a box on Page 7.

Registered exporters are favored by special import entitlements for the replenishment of raw materials and intermediates, as well as components and spares. They may use these entitlements for purchases from any overseas source, subject to foreign exchange availability.

Established importers are now permitted to stock more replenishment parts, since the Indian Government is anxious to keep existing equipment in working order.

Altogether, these concessions offer small but promising additional business leads for U.S. exporters. The short-term prospects for American traders are also summarized, in a box on Page 6.

India's Planned Fertilizer Production Will Climb



American exporters may find some encouraging changes in Indian market demand within the next year or two. For example, if India receives a normally good monsoon after two years of drought, its economy should rebound rapidly to new heights.

The welcome to foreign investment in the budget message, and in particular those investments which are export-oriented, reaffirms and extends a policy of receptivity to foreign investment on a selective basis. Recent actions have to some extent streamlined procedures regarding priority industries.

A revised merit list of 24 engineering (metalworking) and 22 non-engineering industries was announced by the Government for the Indian fiscal year ending March 31, 1968. These are industries "in respect of which applications will be considered on merits."

A list of 93 engineering and 76 non-engineering industries were simultaneously published as industries "in respect of which applications may ordinarily be rejected."

These lists are available on request from Near East-South Asia Division, Bureau of International Commerce, U.S. Dept. of Commerce, Wash., D.C. 20230.

With respect to both of these lists, it is important to emphasize the use of the word "ordinarily." There is thus no absolute guarantee of acceptance of an

industry which happens to fall within the first category or of rejection of an industry which may fall in the second. The criterion of judgment still appears to be the basic one of the value which the proposed industry holds for the Indian economy.

For example, an industry falling in the "ordinarily rejected" category might be warmly welcomed if it saves foreign exchange, gives promise of developing substantial exports, introduces a new technology in a nominally old field, or proposes to manufacture products not yet in sufficient production in India.

44 industries exempted

Forty-four industries have been exempted from the general requirement that industries be licensed under the Industries Development & Regulation Act of 1951. Lists of these industries are also available from the Near East-South Asia Division. However, in the case of foreign investment or licensing, certain procedures and approvals are still required by the Government.

A few insufficiently noted facets of India's industrial economy indicate the vigor with which Indian private capital has concerned itself with industrial growth. Throughout the first three five-year plans, ending in 1966, Indian private investment generally matched plan targets. This steady industrial growth is reflected in the graph on Page 4.

The estimated actual private new investment in organized industry during the 1961-66 period averaged over $420 million per year, mostly in local currency and from local resources. Private foreign investment during this period averaged over $30 million a year.

As a visual measure of this progress, a tour of the industrial estates areas south of New Delhi reveals an increase from three small plants and a power station in 1953 to more than two hundred plants today.

In an area to the northwest of the city of Madras where only two or three plants existed in 1956, there are today more than 50 such establishments.

In Bombay, where a much larger industrial base existed, the number of manufacturing establishments has more than doubled.

Poona, a quiet town 15 years ago with a handful of industrial undertakings, today is rapidly expanding in new industrial suburbs.

Calcutta, a city with frequently more than its share of labor disagreements, has nevertheless shown impressive industrial growth.

U.S. private investment in India in 1950 was $26 million. Today U.S. private equity investment in India stands at about $300 million. In some recent years U.S. private investment has provided more than 50% of new foreign equity investment.

U.S. contribution

The effective contribution of American companies to a vigorous private industrial growth under local initiative is far larger than the equity investment figures alone would indicate. There is the substantial volume of private and public loans and credits, including loans from PL 480 funds, which in the aggregate have considerably exceeded U.S. private equity investment.

A further effect of U.S. private investment has been the tremendous input of know-how through licensing and other arrangements. This has meant an opportunity for many a purely local Indian enterprise to tap substantial American resources of research and development. Together, all these factors—Indian enterprise, American private collaboration and supporting public and private loans—have combined to produce a remarkably vigorous and growing industry.

A prominent area for U.S. private investment in India lies in fertilizers, pesticides and other chemicals related to the agricultural economy. Other agro-industrial products give similar promise.

Other active areas of investment interest are likely to include newsprint, syn-

Short-term prospects for U.S. exports to India

These short-term prospects are of interest to U.S. traders:

► A sizable market for many industrial raw materials, including copper, unwrought aluminum, sulphur, and rayon grade pulp, and for specialized alloy steels.

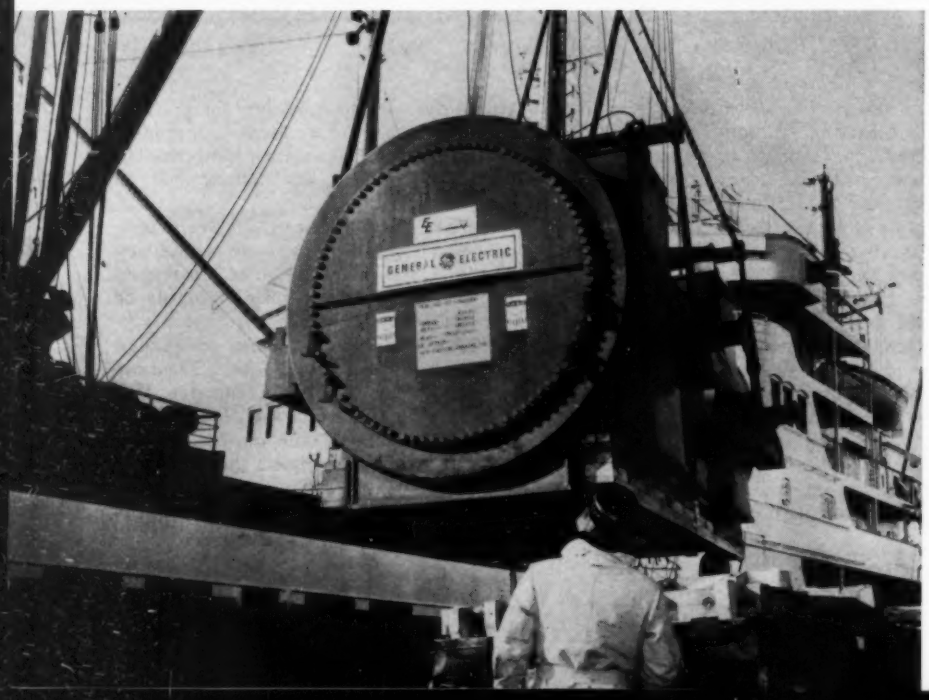
► A lively market for supply of manufactured spare parts and components for priority industries and established importers, and for raw materials, intermediates, components and spares for registered Indian export industries under the import entitlement scheme.

► An increasingly important market in products, machinery and equipment for agricultural input programs in India, including fertilizers, insecticides, water development equipment and agricultural implements.

► A larger market for special new programs receiving high-piority attention by India and the United States such as the new Higher Educational Loan which will provide almost $12 million for the purchase of scientific and lab equipment.

► Some reduction in overall opportunities for the sale of capital goods because of the current recession and reduced governmental expenditures for India's own Fourth Plan financing.

MASSIVE GENERATOR SHIPMENT TO INDIA provides power to service the nation's growing industrial needs. This 207-ton generator was installed in a power station owned by India's largest private utility.



Indian priority industries for liberalized imports

India's priority industries for imports:

Motorcycles; scooters; bicycles; mopeds; agricultural tractors; agricultural machinery and implements; pumps; fertilizers; pesticides; basic metal (iron and steel, copper aluminum, zinc, and lead); iron and steel castings and forgings; industrial and mining machinery; internal combustion engines; machine tools and accessories; workshop machinery and equipment; small tools, including cutting tools, power tools, and other workshop tools; coated and bonded abrasives and polishing wheels; industrial furnaces; welding electrodes; ball and roller bearings.

Transformers, switchgears, motors, generators, power capacitors, rectifiers, relays, and electric stampings; electrical cables and wires; storage batteries and dry batteries; electronic components; construction and earthmoving equipment; cranes and hoist blocks; industrial fasteners; wire ropes; scientific and industrial instruments; cement; organic and inorganic heavy chemicals; fine chemicals; pulp, paper, and newsprint; synthetic rubber; tires and tubes; industrial explosives; industrial gases; drugs; medical and surgical equipment and appliances; electro-medical, X ray equipment.

Refractories, fire bricks, and insulators; commercial vehicles including jeeps and three wheelers; automobiles ancillarios; trawlers, dredgers, and fishing boats; leather and leather goods; optical and laboratory glass and glass wool; jute textiles; tea; coffee; canned and preserved fish; sanitary cans; paints, varnishes and enamels; man-made fibers; matches; telecommunications equipment; wagons; industrial refrigeration equipment; sugar, and cotton textiles

thetic fibers, electronic specialties, selected pharmaceuticals, food preservation and processing industries, fish and seafood, new nutritional foods, and hybrid and other high-yielding seeds.

The development of tourism in India offers significant potential for expansion. Tourist revenues in 1966 amounted to only $48 million. Well endowed with tourist attractions, India presents opportunity for some measure of foreign investment in the hotel industry.

Certain problems continue, including foreign exchange shortages, difficulties in some areas of labor relations, and a considerable degree of complexity in procedures affecting foreign investment. Nevertheless, the immediate outlook is, on the whole, for more rapid processing of foreign investment proposals.

The long-term outlook, despite current or foreseeable problems, is one of continuing growth offering selective opportunities to foreign investment. India, with twenty years of unbroken political stability under democratic government, substantial natural resources, well developed power and transport, vast manpower, and an unbroken record of fiscal responsibility including the provision of foreign exchange for the repatriation of dividends, is necessarily a country deserving serious consideration by U.S. business.

Without minimizing the difficulties which may beset the path of the foreign investor, it is my judgment that India can indeed be a good investment, with mutual benefit to the investor and the people of India.

Industry profiles boosted to 300 in new AID series

Complete listing contained in free information guide

The Agency for International Development (AID) has added 50 industry profiles to its previous total of 250. It has also changed the price structure for the program and revised the method for listing individual profiles. These changes are explained in detail in AID's new "Industry Profile Information Guide," available free from AID.

The Industry Profile Program was inaugurated in 1966 and is of special value to firms contemplating investment in the less developed countries. Each Profile gives basic economic and technical data on the establishment of a small or medium sized plant in a specific industry. It discusses succinctly the features of the industry and its marketing problems, shows the approximate amount of capital needed to establish a plant of specified capacity and gives an estimate of the annual costs, by categories, of running a plant at its full capacity. It also diagrams a plant lay-out and provides supplementary reference information on technical journals, articles, books, and patents.

It should be noted that Industry Profile data are based on operating experiences and costs in the United States. These must be related to local production experiences and costs due to wide variances in conditions and resources among the less developed countries.

The new "Information Guide" is a departure from previous listings of Industry Profiles. Instead of listing them consecutively by identification number, the Profiles are now grouped by title in numerical sequence under the Standard Industrial Classification number system. Thus, an investor interested in securing a Profile on the manufacture of synthetic detergents could scan major group headings until he reached "Chemicals and Allied Products—Major Group 28" and would find synthetic detergents, SIC 2841, listed under that heading.

New price

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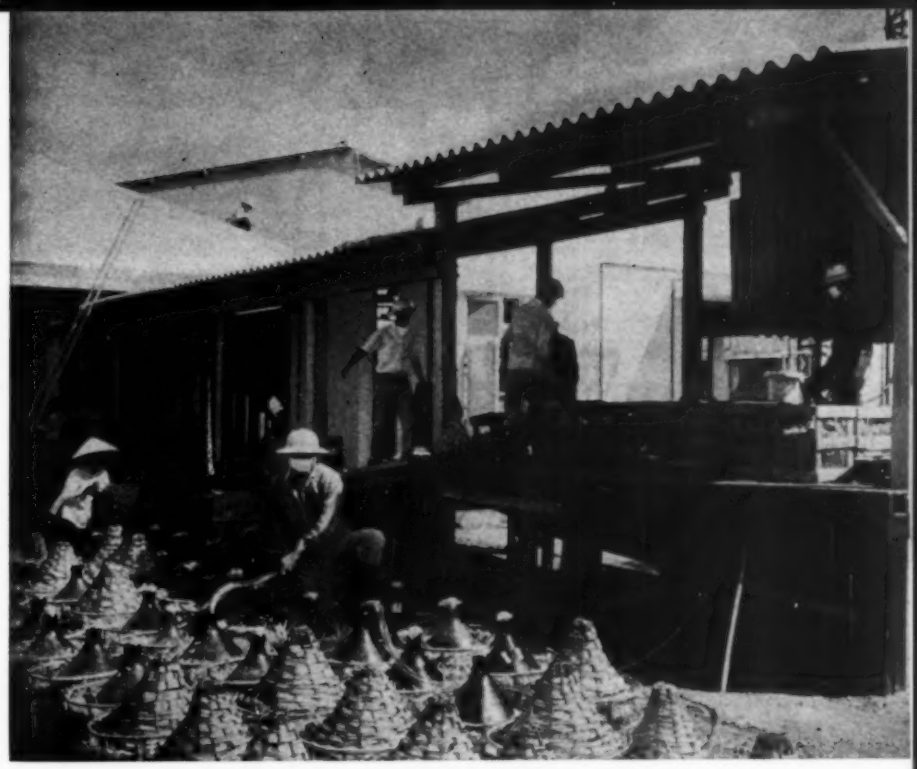

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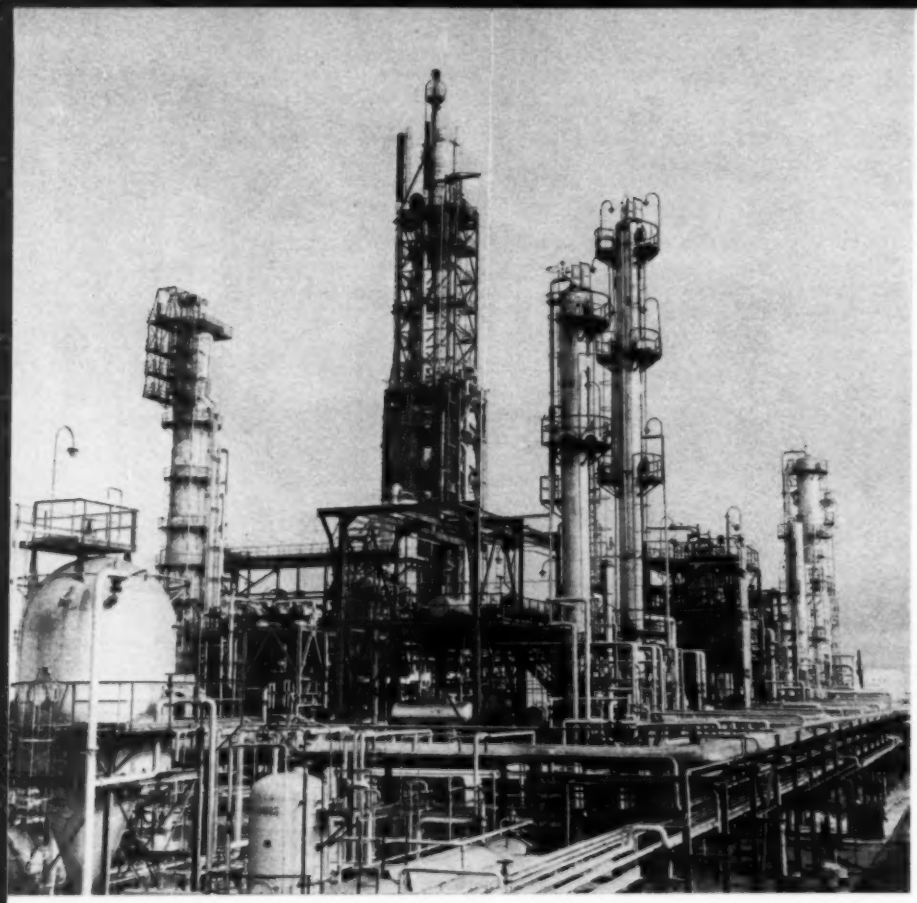

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333—Metals & minerals

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356—General industrial machinery & equipment

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DIB-67-1810 **Japan:** quarterly statistical report on production of electronic products, Jan.-Mar. 3 pp

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DIB-67-1811 **Belgium:** annual production of motor vehicles 1 pp

DIB-67-1812 **Colombia:** importation of automotive parts and accessories 3 pp

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DIB-67-1814 **El Salvador:** regulations regarding assembly of automotive vehicles for transportation of cargo, agricultural use and commercial transportation for passenger buses 4 pp

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DIB-67-1822 **United Kingdom:** credit relaxation on cars 1 pp

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DIB-67-1823 **Brazilian** Government launches major shipbuilding program 3 pp

38—PROFESSIONAL, SCIENTIFIC, & CONTROLLING INSTRUMENTS; PHOTOGRAPHIC & OPTICAL GOODS, WATCHES AND CLOCKS

380—Professional, scientific & controlling instruments

DIB-67-1824 U.S. increases share of **Canadian** market for scientific, industrial and technical instruments in 1966; outlook for 1967 5 pp

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386—Motion pictures & photographic equipment

DIB-67-1827 **Austrian** motion picture industry 5 pp

DIB-67-1828 **Philippines** production and foreign trade in motion pictures, 1966 4 pp

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49—ATOMIC, ELECTRIC, GAS, AND SANITARY SERVICES

491—Electric power

DIB-67-1830 **Austria:** market and outlook in the power equipment field 3 pp

492—Natural gas

DIB-67-1831 **Austria:** gas production, 1966 4 pp

DIB-67-1832 Outlook for natural gas in **Belgium** 5 pp

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DIB-67-1833 **Congo (Kinshasa):** freight statistics for otraco, bck, cfl 3 pp

DIB-67-1834 **El Salvador:** report of U.S. share, by value, of import market 2 pp

DIB-67-1835 U.S. share of **Hong Kong** market, Apr. 1 pp

DIB-67-1836 **Peruvian** exports and imports by principal commodities and commodity groups 5 pp

952—Market conditions

DIB-67-1837 Major investment projects in **Chile** 6 pp

DIB-67-1838 **W. Germany:** market share reports 10 pp

DIB-67-1839 **India:** foreign trade—state enterprises 8 pp

98—ECONOMIC REPORTING

980—General economic

DIB-67-1840 Economic trends in **Australia** and their implications for the United States 7 pp

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981—Economic (1st Qtr.)

DIB-67-1844 **Brazil:** economic situation in Sao Paulo: signs of upturn strengthen 9 pp

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DIB-67-1847 **Ecuador:** economic summary, first quarter 22 pp

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DIB-67-1850 **Honduras:** economic summary, first quarter 15 pp

DIB-67-1851 **Indonesia:** economic summary, first quarter 17 pp

DIB-67-1852 **Ireland:** quarterly economic summary, Jan.-Mar. 5 pp

DIB-67-1853 **New Zealand** quarterly economic summary, first quarter 14 pp

DIB-67-1854 **Nicaragua:** economic summary—first quarter 13 pp

DIB-67-1855 **Paraguay:** economic summary, first quarter 10 pp

DIB-67-1856 **Portugal:** economic summary, first quarter 17 pp

DIB-67-1857 **Uruguay:** quarterly economic summary—first quarter 12 pp

DIB-67-1858 **Yugoslavia:** economic summary, Jan.-Mar. 10 pp

986—Economic (Annual)

DIB-67-1859 **Germany:** West Berlin's economy in 1966 and outlook for 1967 7 pp

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DIB-67-1861 **Guyana:** annual economic summary—1966 22 pp

DIB-67-1862 **Kenya:** economic summary—1966 17 pp

DIB-67-1863 **Trinidad:** annual economic summary—1966 19 pp

DIB-67-1864 **Cameroon:** economic trends

SPECIAL REPORTS (EXPORT MARKET GUIDES)

The following reports are available, on request, from the Commercial Intelligence Division, Bureau of International Commerce, Washington, D.C. 20230.

353—Italy seeks new equipment—materials handling equipment

355—Japan: Paper processors prosper—paper industries equipment

Technical requirements for imports of industrial goods are strictly enforced by German authorities

With virtual end to quantitative restrictions, regulations on health, safety and technical makeup become more significant

Stringent application of technical safety and health regulations should be expected by American exporters of industrial products to the Federal Republic of Germany.

With quantitative restrictions virtually eliminated by Bonn, the technical requirements—some Federal, some imposed by the States (*Laender*)—are becoming increasingly important. The U.S. Embassy at Bonn reports little effect so far on the volume of U.S. finished goods going to Germany ($1.2 billion in 1966).

While the German regulations do not discriminate in principle against foreign products, and officials are generally fair, language, administrative and other difficulties may confront the exporter who has not examined the procedures in advance.

Many Federal and State codes and statutes restrict the installation or use of industrial commodities in Germany to protect public interests; few directly restrict sale, manufacture, or imports. But more regulations will restrict sale and manufacture in the future since pending legislation ("Maschinenschutzgesetz") aims at tighter enforcement of technical safety requirements on electrical and other appliances used mainly by private and small commercial/industrial consumers.

State examining bodies

In a specific Land (State), information may usually be obtained from examining bodies like the Technical Supervision Associations—associated in Vercinigung der Technischen Ueberwachungs-Vereine e.V., 43 Essen, Rottstrasse 17; or other associations such as the Verband Deutscher Elektrotechniker e.V. (VDE), 6 Frankfurt/Main, Stresemannallee 21 (for electrical appliances); Deutscher Verein von Gas- und Wasserfachmaennern (DVGW), 6 Frankfurt/Main, Theodor-Heuss-Allee 90-98 (gas and water instalations); and the Zentralstelle fuer Unfallverhuetung, 157-59 Reuterstrasse, Bonn (an accident insurance carriers' organization acquainted with rules to prevent work accidents).

German rules are tighter than corresponding U.S. requirements in some fields—oil burners and pressure containers, for example—and more liberal in others, as in automobile safety glass.

Commodities listed

Here is a partial list of U.S. industrial commodities which may be affected by Federal, State or local government regulations in Germany:

- Building materials and equipment, including oil-fired heating equipment, oil containers installed in the ground, elevators, parts for garage construction, gasoline separators, lighting equipment in cinemas, subject to Building Code regulations (Bauordnungen) in the various States.
- Electricity generating and consuming equipment and appliances in general, subject to regulations based on the Energy Law (Energiewirtschaftsgesetz), Sect. 13.
- Gas installations and appliances, also subject to regulations based on the Energy Law, Sect. 13.
- Water installation appliances, subject to technical requirements in delivery contracts of public utility companies (the rights of the latter deriving ultimately from legislation and building codes).
- Pharmaceuticals, subject to drug legislation.
- Machinery, equipment and appliances of all kinds used for commercial purposes, subject to regulations on the prevention of work accidents (based on German Social Security Code, Section 848). Competent German safety engineers are available at major German industrial fairs (e.g. the Hannover Industry Fair and the Frankfurt ACHEMA exhibition) to advise all exhibitors, free of cost, as to whether their machinery meets work-safety regulations in the Federal Republic.
- Commercially-used equipment and appliances deemed particularly dangerous in themselves or under certain circumstances, such as steam and other pressure boilers, pressure containers, high-pressure conduits for inflammable, caustic or poisonous gases or liquids, electrical equipment used in dangerous places, elevators, and other potentially dangerous equipment—all subject to permanent control and licensing under the Trade Code (Gewerbeordnung), Section 24, and implementing instructions.
- Mining equipment and machinery, subject to State Mining Codes.

Other industrial products affected by public laws and regulations include mechanical games, weighing and measuring equipment, high frequency and telecommunications equipment, postage meters, motor vehicles and parts, streetcars, railway equipment, ships and some navigational equipment, aircraft and their accessories, nuclear materials and equipment, detergents and fertilizers.

Compliance with non-compulsory recommendations of certain German bodies engaged in industrial standardization activities may be an important factor in sales promotion. The same applies to rules and specifications of professional engineering associations. Government authorities often incorporate these standards —such as DIN (Deutsche Industrie-Norm) standards—in administrative instructions.

The main clearing house for standardization activities in the Federal Republic (comparable in many respects to the USA Standards Institute), is Deutscher Normenausschuses (DNA), Berlin/Cologne, which has issued more than 10,000 DIN standards applying to industrial commodities of all kinds, except specific aircraft and defense items. LN (Luft-Norm) standards specifically apply to aircraft, VG (Verteidigungs-Geraete) standards to defense items.

U.S. builders can display equipment and literature in new Addis Ababa Center

The newly-opened Ethio-Swedish Building Information Center in Addis Ababa has space available for displays of materials related to the building industry. Exhibit area rental is $100 per year.

In addition to display space, the Center offers a library of texts, reference material, and manufacturers' literature. All manufacturers of building equipment and services have been invited to display their literature in the library.

Limited, free consulting service is available from the Center's staff. More extensive consultation will also be undertaken, for a fee.

HERE'S HOW IT'S DONE says Michigan REEC member John W. Kinsey (right) as he reads a passage from his new booklet, "Exporting Made Easy," to Detroit Field Office Director Frank A. Alter (left) and Gerald B. O'Neill of the National Bank of Detroit. The booklet contains a series of 12 articles Kinsey wrote for the weekly publication of the Greater Detroit Board of Commerce, whose World Trade Dept. he manages. Mr. O'Neill, who is chairman of the Michigan REEC, agreed to have his bank pay the printing costs.

Trowbridge names new chairmen for 10 export councils

Two-year terms began July 1; will also join national group

Appointment of new chairmen of 10 Regional Export Expansion Councils for two-year terms that began July 1 has been announced by Secretary of Commerce Alexander B. Trowbridge.

Goodwin Chase, Chairman of the Board and President, National Bank of Washington, Tacoma, Wash., Chairman, Seattle Council; D. Kenneth Christensen, Chairman of the Board, Northrup, King & Co., Minneapolis, Minn., Chairman, Upper Midwest Council; R. Leslie Cizek, Jr., Vice President of Parker & Co. of Florida, Inc., Miami, Fla., Chairman, South Florida Council; Donald R. Dawson, President, Dawson Corp., Honolulu, Hawaii, Chairman, Hawaii Council;

Alfred M. Granum, President, A. M. Granum Co., Albuquerque, N.M., Chairman, New Mexico Council; Henry S. Holland II, President, The Cardwell Machine Co., Richmond, Va., Chairman, Virginia Council; Ray G. Johnston, Vice President, Central National Bank & Trust Co., Des Moines, Iowa, Chairman, Iowa Council;

Howard L. Phillips, Vice President, International Division, Nordberg Manufacting Co., Milwaukee, Wis., Chairman, Wisconsin Council; Victor C. Studley, Vice President, Commerce Trust Co., Kansas City, Mo., Chairman, Kansas City Council; Everett F. Zurn, Chairman and Director, Zurn Industries, Inc., Erie, Pa., Chairman, Pittsburgh Council.

Each of the new chairmen has served as a council member.

The 42 Regional Export Expansion Councils, which are affiliated with each of the Department of Commerce Field Offices, advise the Secretary of Commerce on international business policies and programs. Their chairmen become members of the National Export Expansion Council (NEEC).

Chairman of the NEEC is Carl A. Gerstacker, chairman of the board of Dow Chemical Co., Midland. Mich. Luther H. Hodges, former Secretary of Commerce, serves as honorary chairman.

Secretary Trowbridge said the purpose of this "across-the-board" membership is to "insure that all segments of the American economy are mobilized toward a stepped-up program of export expansion, and that business people throughout the United States become more aware of their export opportunities."

EEC has October distributor deadline

The European Economic Community's Commission has reminded companies of the Oct. 3 deadline for advising it of changes to qualify their exclusive bilateral distributorship agreements for 'bloc exemption' from the Community's competition rules.

The bloc exemption, Regulation 67/67, was published in the Community's Official Gazette on March 25. It described the conditions which bilateral exclusive distributorship agreements that had been reported to the Commission would have to fulfill for exemption from the Community's bans on restrictive practices under Regulation 67/67. If the agreement did not correspond to these requirements, the contracting parties had two alternatives: to file for an individual exemption or to amend the agreement in accordance with Regulation 67/67.

By Oct. 3, parties choosing the second alternative must advise the Commission of the modifications made to qualify for the exemption. Provided that they meet this deadline, the bans on restrictive practices will not apply for agreements in existence on Mar. 13, 1962, reported before Feb. 1, 1963, and modified before Aug. 2, 1967.

The Commission holds the enterprises concerned responsible for deciding whether express or tacit clauses of their agreements should be modified under Regulation 67/67.

Canadian export controls on silver follow U.S. action

The Canadian Minister of Trade and Commerce has announced that because of U.S. restrictions on the export of limited categories of silver and the resultant unusual movements in trade, export control had been extended to cover silver coin; silver and silver alloy in wrought or unwrought forms; chemicals, salts, and compounds of silver; and silver and silver alloy scrap, to all destinations including the United States.

The controls, according to the Minister, are not intended to interfere with normal commercial shipments of these materials. Export permits will be made available for such shipments. A general permit would also be available to allow the export of silver coinage, not to exceed $5 per person, in the personal possession of individual travellers leaving Canada.

Mid-summer missions take off to spur trade in Far Eastern and South American countries

Two groups from Texas leave this month, one from Iowa Aug. 1; will promote sale of U.S. products, tourism

Several mid-summer trade missions soon will be hard at work promoting U.S. business—in the Orient, in South America, and in Australia and New Zealand.

Two have been slated for July departures; a third is to leave Aug. 1.

Under the sponsorship of the City of Galveston, a seven-man group headed by Mayor Edward Schreiber was scheduled to leave Texas July 20 for a two-and-a-half week trip to several cities of the Orient. Arriving July 23 in the Japanese town of Niigata, Galveston's sister city, the mission also will visit Tokyo, Osaka, Taipei (Taiwan), and Hong Kong.

Representing an area known for its port facilities and tourist attractions, the Galveston group will try to promote interest in travel to their home city.

Government approved

The mission qualifies as industry-organized Government-approved (IOGA) under the Commerce Department's Trade Missions program.

In addition to the leader, Mayor Schreiber, who is also a partner in the Schreiber-Miller Furniture Store, the following members make up the group:

Andrew Monsour, president of the Galveston Chamber of Commerce (also of Eiband's Department Store); Victor Fuhrhop, chairman, Galveston Wharves Board; Charles T. Steele, investment broker; William Leopold, real estate agent; Glenn Rutherford, marine surveyor; and Walter Shook, transfer company owner.

Following the departure of the Galveston group by only a few days, the first Texas mobile trade mission is to arrive July 25 in Sydney for a month's business tour of Australia and New Zealand.

Under sponsorship of the Texas Industrial Commission and approved by the Commerce Department as an IOGA mission, the group will be accompanied by a truck full of exhibits to be set up at hotels in the cities visited. Highlighting the goods and services of the 11 companies represented on the mission, the 12 units can be housed and displayed in an area 60 x 40 feet.

Leaving Sydney July 29, the group will proceed to Adelaide, and then to Melbourne where the members' firms will have displays of their products and services at the Fourth International Engineering Exhibition being held Aug. 7-12. The mission men will be in attendance throughout the week, to talk with prospective customers, with and without appointments.

Arriving in New Zealand Aug. 17 for the opening of the Third International Fair in Wellington, where their firms are also participating, the members will man their displays the 18th and 19th, during which time the fair is open to industry only.

The next day the Mission, with the mobile exhibits, will travel to Auckland to look for markets. They expect to leave for home Aug. 24.

The companies represented, all from Texas, are as follows: Altex; Ling, Temco, Vought; Bell Helicopter; Semco; General Dynamics; Keystone Valve Corp.; Howell Instruments; Marvel Manufacturing; McGown, Sprinkle & Brown; Lubbock Manufacturing, and Wide-Lite Corp.

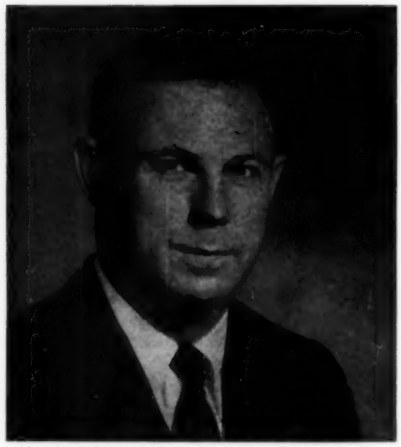
James B. Swann, the Industrial Commission's assistant director for Export Development, is the leader of the mobile Mission.

Led by Governor

Scheduled for departure in about a week is the Iowa Trade Mission, led by the State's Governor, Harold Hughes. This mission, comprised of some 50 to 60 businessmen, is expected to arrive in Caracas Aug. 1 to spur sales of the State's products. It will also visit Venezuela, Rio de Janeiro and Sao Paulo in Brazil; Buenos Aires, Argentina; Lima, Peru; and Bogota, Colombia.

McQuade nominated for Commerce international post

Has been Acting Assistant Secretary since February



LAWRENCE C. McQUADE

President Johnson has announced his intention to nominate Lawrence C. McQuade, who has been acting Assistant Secretary of Commerce for Domestic and International Business since February, to full status in that position.

McQuade, 39, is from Tucson, Ariz. He holds a degree in economics from Yale and a law degree from Harvard. He also has degrees from Oxford University, where he was a Rhodes Scholar.

After six years practicing corporate and financial law with the firm of Sullivan and Cromwell, New York, he came to Washington in 1961 as a special assistant in the Defense Department. He joined the Department of Commerce in 1963.

From 1963 to 1965 he served as Deputy Assistant Secretary for Financial Policy, working on international financial problems, investment tax credits, and multi-lateral financial institutions. From 1965 to early 1967 he served as an assistant to Commerce Secretary John T. Connor, maintaining a liaison with the White House, other government agencies and the business world.

The position of Assistant Secretary for Domestic and International Business was formerly held by Secretary of Commerce Alexander B. Trowbridge.

U.S. companies eye German market for special advanced equipment for use in scientific photography

Market survey shows sales potential for materials testing, quality control machinery at fall Frankfurt Trade Center show

U.S. makers of photographic products will focus their sales efforts on Germany's large industrial and scientific market through a special Department of Commerce exhibition at the U.S. Trade Center in Frankfurt, Oct. 2-6.

The export promotion event will feature a cross-section of the newest in American photographic devices tailored to the needs of technical and professional users.

U.S. manufacturers have had long experience in using the "systems approach" in selling special-purpose photographic equipment. The Trade Center show will give exhibitors an opportunity to analyze a prospective buyer's complete productive activity and show him how he can use U.S. products and techniques to create an effective overall system.

To support the sales efforts of U.S. firms, Commerce is conducting a vigorous market development campaign to attract buyers. An agency-finding service for U.S. exhibitors not represented in the Federal Republic also is in operation.

Precision equipment needed

Advanced photographic techniques have been especially well received in the German chemical, glass, steel and vehicle manufacturing industries, market studies show. Product design and testing with the aid of photographic equipment offer promising U.S. sales possibilities in Germany. On German production lines, photo-optical devices are being used for precision work.

Materials testing, quality control, and photo-miniaturization are other areas in which photographic equipment is being put to new use in Germany. Laser photographic technology in manufacturing also holds promise for U.S. business.

The growing sophistication of the German electronics industry has created a demand for the most accurate, efficient and economical photo-etching and related equipment available.

American space, weather and nuclear research has generated the development of a wide variety of photographic products which find markets in Germany.

A German market survey also reveals a demand for U.S. photogrammetric equipment for designing and planning airports, harbors, waterways, industrial complexes, urban developments and agricultural areas. The search for petroleum and other subsurface resources requires rugged and dependable photographic equipment designed for undersea use.

Germany's developing television broadcasting industry is receptive to the latest advances in cameras for news films and documentaries, and to new developments in video-tape systems and equipment for motion-picture processing and editing.

Widespread growth and reforms in Germany's secondary educational system have created a sizeable market for photographic visual aids. Educational photographic products also are in demand for training programs to keep pace with industrial modernization.

U.S. manufacturers of photographic products have been successful at selling abroad through past Commerce export promotions. As an example, 18 U.S. exhibitors in a show of photographic products at the U.S. Trade Center in Stockholm, Sweden, in September, 1965, already have shared in more than $422,000 worth of business in the Nordic area.

Three of the U.S. companies in the show were seeking agents to represent them on a long-term basis. One company, already represented in Finland, reached an agreement with a Swedish firm to market its products in Denmark, Norway and Sweden. Another company established nine distributorships—five for Sweden, two for Norway, one for Finland, and one for all Scandinavia.

U.S. firms interested in taking part in the Frankfurt show may obtain additional information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3966), or from any of the Department's 42 Field Offices.

EXHIBITION BRIEFS *WORLDWIDE*

Briefs are condensed from the reports of U.S. commercial officers on the spot. They are meant to stimulate investigation of likely markets and to show the scope of opportunities for U.S. product demonstrations and sales. The more detailed full reports are available. Only international exhibitions are listed.

Write: Office of International Trade Promotion (BIC-942), U.S. Department of Commerce, Washington, D.C. 20230.

INTERNATIONAL HOTEL AND RESTAURANT FAIR "INTERGASTRA," STUTTGART, GERMANY, April 8-16. 586 exhibitors, 86 of them from outside Germany. FOUR AMERICAN EXHIBITORS, all represented by German agents, showing grills and refrigeration machinery. Attendance 144,000, up by about 2000 from the last fair in 1965. About one-fifth of all visitors came from 26 foreign countries. Next fair, April 19-27, 1969.

INTERNATIONAL PACKAGING FAIR "MACROPAK," UTRECHT, NETHERLANDS, April 19-26, 1367 exhibitors from 21 countries, mostly European. 118 U.S. COMPANIES, all represented by local agents except one firm which exhibited directly. Attendance figures unannounced, but total estimated at approximately that at last fair in 1963 in Amsterdam. Visitors registered from 43 countries. Three quarters of exhibitors reported good to excellent results. Next MACROPAK will probably be first on a triennial schedule, set for the spring of 1970.

INTERNATIONAL HOTEL AND RESTAURANT FAIR "FAGA," ZURICH, May 3-13. 270 exhibitors, mostly Swiss. Products of 182 foreign firms shown by Swiss distributors. 12 AMERICAN FIRMS represented. 16 foreign countries represented. U.S. exhibitors were pleased with the high percentage of industry-connected businessmen among visitors. No date set for next fair.

INTERNATIONAL EXPOSITION OF MINING MACHINERY, GIJON, OVIEDO, SPAIN, May 15-23. 307 exhibitors, more than half from outside Spain. 12 U.S. EXHIBITORS. Attendance estimated at 109,500, with percentage of foreign visitors said to be "substantial." No direct sales figures, but number of import licenses authorized indicates considerable sales. Next fair, May 1970.

PLANS FOR IPACK-IMA, the Italian packaging fair, proceed as Harry W. Heikenen (center), deputy director of the Milan Trade Center, and Alvise Barison (right), head of market promotion for the Center, present a copy of *Modern Packaging Encyclopedia 1967* to Dr. Ezio Landini, secretary-general of IPACK-IMA. The Center will hold a materials handling equipment show to coincide with the fair in October.

Japan's utilities will be new focus for U.S. atomic equipment firms

Reactor power plans call for up to 9 million kilowatts by 1980; medical, research lab equipment high on list of needed items

American makers of machinery and equipment for developing peaceful uses of atomic energy will join the U.S. Department of Commerce this fall in a special exhibition at the U.S. Trade Center in Tokyo. The exhibition, to be held Nov. 13-18, will be the first of its kind in the Pacific area under the Department's overseas commercial exhibitions program.

The Trade Center show will coincide with the 8th Japan Conference on Radioisotopes, sponsored by the Japan Atomic Industrial Forum. The Forum is a centralized promotional body organized by industry and representing over 700 leading Japanese manufacturers.

Japan is among the top six in the free world in development of radiological science and technology. The Japanese demand for nuclear energy products, especially applied industrial equipment, is expected to grow rapidly, market studies show.

Although Japan started isotope production in 1962, most of the current requirements for isotope and radioactive materials are met by imports. Last year, Japan's total imports of isotope and radioactive materials were valued at approximately $5.3 million. The U.S. share of the market was about $2 million.

Japan's nine power companies reportedly plan to develop 1 million kilowatts from atomic energy by 1970 and an additional 6.5-8 million kilowatts in the following 10 years. Energy demand in Japan, at 178 million tons (coal equivalent) in 1963, is expected to increase to 492 million tons in 1975 and to 880 million tons in 1985.

Japan has some 14 atomic reactors, including reactors for power generation and for research and training. Four more nuclear stations are scheduled for completion by 1970.

More than 1,300 hospitals, factories, universities and research laboratories in Japan are authorized to handle radioactive materials. This represents a 25-fold increase over the level of eight years ago and an increase of almost 10 percent from a year ago.

Irradiation and accelerator units in Japan number about 1,000, and there are more than 1,500 instrument units of industrial radiological application. This is an increase of 18 percent in one year.

A guide to the type of nuclear energy products with the most promising sales potentials for U.S. manufacturers follows:

► Accelerators and accessories; computers; material and equipment for treatment of radioactive wastes; radiation chemistry equipment, radio-chemicals and radio-pharmaceuticals; and activation analysis equipment.

► Machinery and materials for application of radioisotopes and irradiation-technique for medical, industrial and agricultural use.

► Radiological and laboratory equipment, including nondestructive testing equipment; anemometers; planometers; barometers; thickness gauges; densimeters; mud, snowfall, vacuum and humidity meters; gas-chromatography and sulfur-analysis equipment.

► Radiation detectors (with solid-state circuitry), including fluoroglass dosimeters, air monitors, film badges, alarm meters and scintillation survey meters.

► Radioisotope static electricity removers, and radioisotope-powered generators (terrestrial application).

► Reactor instrumentation and auxiliary equipment.

► Radiation protection devices, including air filters and shipping equipment and casks for radioactive material and radioisotopes-handling equipment for hot-cell and remote operations.

U.S. exhibitors in the Tokyo show will have the benefit of a vigorous market development program already in progress to attract buyers. An agency-finding service for firms not represented in Japan also is in operation.

The Tokyo show was sparked by sales successes of U.S. firms that took part in the International Nuclear Industries Fair (NUCLEX) in Basel, Switzerland, last September. Through NUCLEX, Commerce helped 61 U.S. firms toward an estimated $55-million share of the multi-billion dollar European market for commercial nuclear products and services within five years of the show.

Twenty-six of the American exhibitors were new to the market. Two firms signed four agents during the fair, while 15 others were negotiating for 69 agency and distributorships in 17 countries at the close of the fair.

American manufacturers interested in taking part in the show may obtain more information from the Bureau of International Commerce (code 926), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-4705), or from any of the Department's 42 Field Offices.

WATER SPORTS are growing in popularity with the increase of leisure time in Japan. McCulloch International (above left) showed outboard motors at the show while Dacor (above right) displayed skindiving equipment. Uniroyal International (below) showed golf balls and other sports equipment.

U.S. sporting goods make a hit in Japan

American makers record $122,000 immediate, $1.6 million potential sales

Typically American sports such as baseball and golf have been capturing the Japanese fancy for some time, and U.S.-made sporting goods and leisure equipment have now followed suit. A total of 31 U.S. manufacturers in the field recorded over $122,000 in immediate sales at a show held at the Tokyo Trade Center, June 26-July 1, and predicted that they would sell more than $1.6 million worth of equipment over the next year as a result of their participation.

The attendance of over 1100 trade visitors provided the eight companies which had been actively seeking Japanese representatives with five new agents and distributors. Nearly 20 additional agreements were still under negotiation after the show.

Murrey and Sons, a small Gardena, Calif., manufacturer of billiard tables and bowling equipment, had the highest 12-month sales estimate in the show—over $300,000. Said company president G. W. Murrey, "The show gave us an opportunity to reestablish contact with a firm we did business with five years ago, and our sales outlook is very bright."

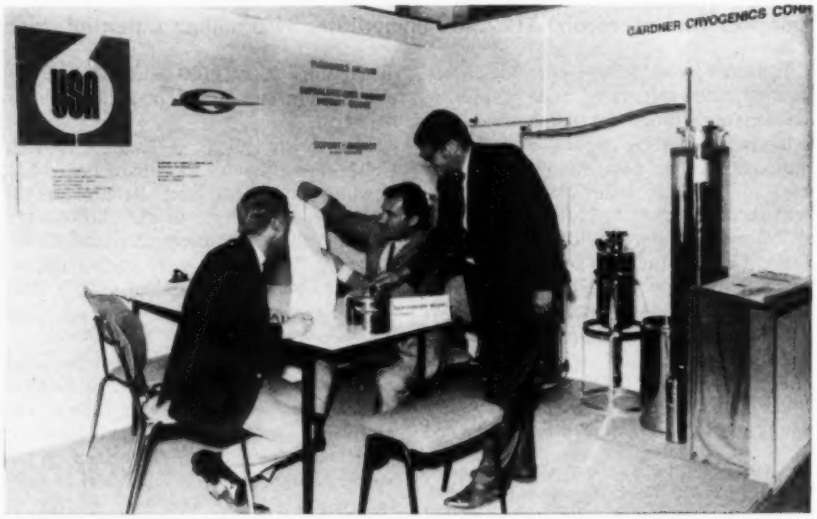
President T. A. McChristy of National Bowling Co., Oakland, Calif., a new-to-market firm making bowling alleys and pinsetting equipment, claimed that the show was the best he had seen in 16 years. National expects $120,000 in sales in Japan within the next year.

The largest off-the-floor sale was registered by Palmer Golf Export's Japanese agent, United Overseas Corp., which sold $70,000 worth of Palmer's golf clubs during the show, with an additional $35,000 still expected. United Overseas' director Hidehiko Kanda reported, "Almost all important golf club dealers showed up. The show itself was attractive to them."

Dr. S. M. Seron, president of Seron Manufacturing Co., Joliet, Ill., called the Trade Center program "the best method for U.S. manufacturers to introduce their products to foreign markets." The firm established a joint venture on the first day of the show, and predicts $20,000 in sales of its eyeglass protectors and other products during the next year as a result of its participation in the show.

LEADER IN OFF-THE-FLOOR SALES, Palmer Golf Export, Inc. sold $70,000 in golf clubs through its Japanese agent. The company expects additional sales totaling $35,000 during the next twelve months.

LABORATORY INSTRUMENTS by Precision Scientific Co. are explained to buyers by company official (above). Interpreter, German representative, and company executive (left to right, below) study a bid quotation provided by Gardner Cryogenics Corp. through a unique teletype link from show to Gardner engineers in the U.S. and a computer which analyzed specifications and gave instant price information.



ONE OF COMPANY'S 22,000 ITEMS of laboratory and scientific apparatus is demonstrated and explained to prospective German buyers by local representative for Arthur H. Thomas Co. (below left).

U.S. firms find sales, agencies at ACHEMA

Orders top $340,000, $7 million more expected; 118 agents pending

Forty-nine U.S. manufacturers in the chemical engineering field have found the right formula for sales in Germany, using as a catalyst the U.S. Exhibition at ACHEMA, the 15th Chemical Engineering Exhibition and Congress, held in Frankfurt June 21-29.

Immediate sales at the exhibition totaled over $340,000, and estimates of sales during the next year topped $7 million. Nearly all exhibitors stated that they were pleased with the on-the-spot results, as they customarily do not expect to take orders at a show, hoping rather for basic product exposure to the market.

Seventeen exhibitors sought permanent representation in the German market as their prime objective in entering the ACHEMA show. By the end of the exhibition, seven of these had named 11 agents in seven countries, and were negotiating with an additional 15 prospective representatives. The other ten U.S. firms were in the process of completing 47 further agency agreements.

In addition 11 exhibitors who had not specifically sought new representation at the show appointed five agents and had 56 agreements still in the talking stage as the show closed. Two licensing agreements were concluded by Parker Instruments and Thermal Research Corp.

Broad choice

The majority of companies interested in expanding representation expressed gratification with the world-wide cross-section of potential agents from which they could choose. One firm, Kontes Glass, had over 40 representatives express interest in their product line.

Gardner Cryogenics Corp. used a direct teletype link with the U.S. office and a computer analysis center in Princeton, N.J., to provide quick design, price, and delivery schedule information about their custom-made products to potential European buyers. Well over 100 requests for quotations were received for Gardner's superconducting magnets, cryogenic storage facilities, liquid helium, and other cryogenic equipment.

Attendance at the U.S. Exhibition was estimated conservatively at 50,000, with a total of 2817 registered as qualified trade buyers.

Worldwide Business Outlook

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: A new palm oil factory constructed under a production-sharing arrangement with the Dutch company, Gebroeders Stork, at a cost of $3 million, was opened recently near Pematang Siantar in North Sumatra. The **Indonesian** Government is considering increasing the planting of oil palms as an alternative to increased investment in the rubber industry, in view of the long-term decline in natural rubber prices. . . . Under a recently signed agreement, Swift and Company, Chicago, will provide technical assistance to the **Spanish** Cooperative C.O.E.S. (Cooperative for Marketing Agricultural Products). Swift specialists will advise the cooperative in connection with the management of slaughterhouses under its stockforming system. . . . The **Spanish** National Tourist Office has opened in Miami, Fla., its sixth branch office in the United States and Puerto Rico. . . . The **United Kingdom** Board of Trade recently announced that it expects industrial investment to decline by 8 to 9% in 1967. In January of this year the Board of Trade had felt that investment would drop by 10%. . . . **South Africa's** iron and steel industry turned in a relatively good performance in 1966, as production of iron ore increased 17% over the 1965 level to a total output of approximately 7.5 million short tons, and the output of pig iron, ferro-alloys and spiegel iron increased by about 4% to 4.1 million tons. Steel production, however, remained at around the 1965 level of 3.6 million tons. Growth in this sector is expected to continue, with South African Iron and Steel Corp. (ISCOR), producer of 83% of the country's iron and steel last year, anticipating an annual productive capacity of about 4.5 million tons of steel by 1969.

East African common market to come into being Dec. 1; regional bank is also planned

Treaty commits Kenya, Tanzania, Uganda to common investment policy, convertibility of currencies, continued common services

Negotiations among Kenya, Tanzania and Uganda have produced agreement on a Treaty for East African Cooperation, which takes effect on December 1. The treaty provides for a regional common market and Development Bank, a common investment policy, and continuation on a new decentralized basis of the existing common services, as well as convertibility of the three national currencies.

The treaty lays down general rules governing trade among the partner states, most notably the formalization of an existing common customs tariff. The Common Market Council, charged with overall supervision of the functioning and development of the Common Market under the treaty, has been authorized to remove the few exceptions to uniform import duties currently imposed by the three countries.

The common schedule of external levies will include Zanzibar, which until June 15 of this year maintained a customs tariff separate from mainland Tanzania.

Other provisions require that all members participate in any tariff concessions negotiated with extra-territorial trading partners, and that they take measures to counteract the effect of barter agreements which promote trade in goods produced elsewhere to the detriment of trade in goods produced in East Africa.

Although internal tariffs—with the exception of a transfer tax—are strictly prohibited, as well as quantitative import restrictions on goods produced in the region, exceptions are made for certain agricultural goods, goods covered by special obligations, and restrictions imposed for certain well-defined purposes, such as the control of armaments and correction of the balance of payments.

Subject to these exceptions, however, discrimination by any of the members against goods originating within the region is not permitted.

Provisions are made against dumping of manufactured goods which might prove detrimental to the production of similar goods in a partner state, and against export subsidies other than tax incentives and refunds of a general and nondiscriminatory nature.

The charter also provides for the harmonization of fiscal incentives affecting the establishment of industry in the three countries, the transfer tax system to protect infant industries, and the establishment of an East African Development Bank designed to promote more balanced industrial development in the region.

Perhaps the most complex of the treaty provisions are those related to the transfer tax, which is to be applied to interregional transfers of manufactured goods in which one of the partners is running a deficit in Community trade. The tax, which may be levied on goods valued at less than or equivalent to the deficit as reported by the East African Customs and Excise Department, may not be imposed unless goods similar to those taxed are being manufactured or are reasonably expected to be manufactured within three months in the tax-imposing country.

Additionally, the industry to be protected by the tax must have a productive capacity equivalent to at least 15% of the total domestic consumption of such products in the tax-imposing state or to a value of two million East African shillings ($280,000) a year, whichever is less.

May not exceed 50%

The tax, which may not be imposed for more than eight years, may not exceed 50% of the equivalent external customs tariff imposed on similar goods originating outside East Africa. Such levies will be revoked if the tax-protected industry is able to export 30% of its yearly production to the other two countries, or, in the event that its exports to all countries including those outside the Community should reach 30% of total production, they will be subject to review by the Common Market Council.

A country which comes into 80% bal-

ance in its total inter-territorial trade in manufactured goods loses the right to impose additional transfer taxes. Five years following the imposition of the first such tax, there will be an examination of the effectiveness of the system and measures taken to correct such deviations of interregional trade as may have developed.

All transfer taxes are to be abolished 15 years after the treaty comes into effect.

Regional Bank Chartered

The East African Development Bank is to accord priority in providing financial and technical assistance to industrial development in the relatively less industrialized partner states. It will further the aims of the East African Community by financing, wherever possible, projects designed to make the economies of the partner states increasingly complementary in the industrial field.

Total initial subscriptions by the Governments to the Bank, which is to be headquartered at Kampala, Uganda, have been set at 120 million shillings ($16.8 million), with total authorized capital of twice that amount. A limit of 150% of subscribed capital, reserves, and surplus on ordinary account has been placed on the total amount of loans, equity investments and guarantees outstanding on ordinary account at any one time, and a ceiling of 10% of paid-up capital, reserves and surplus on ordinary account on the Bank's investments in equities and guarantees.

Taken over consecutive five-year periods, the Bank is to lend, guarantee, or otherwise invest as nearly as possible 38¾% of its total investments from ordinary and special funds in Tanzania, 38¾% in Uganda and 22½% in Kenya.

Monetary cooperation

Although last year's issue of independent national currencies was intended to allow the partners greater autonomy in monetary matters, the new treaty provides for the harmonization of monetary policies and the exchange of currency notes (but not coin) among the three countries at par value and without exchange commission.

Additionally, subject to limitations defined in the treaty, members may provide reciprocal credits to states experiencing balance of payments difficulties, although such credits may not be extended for longer than three years.

While it does not prevent the imposition of exchange controls by any of the partner states, the treaty does require that they permit all bona fide current account payments, as defined in the charter, and grant all necessary permissions and authorities without undue delay.

The treaty replaces the East African Common Services Organization (EACSO) with four regional Corporations, each to administer a separate economic service held in common by the three states under the general supervision of the Common Market Council.

Contrasted with the former concentration of such facilities in Nairobi, the treaty includes measures designed to effect a considerable degree of decentralization, including the establishment of Community headquarters at Arusha, Tanzania, the East African Harbors Corporation at Dar es Salaam, Tanzania, and the Post and Telecommunications Corporation at Kampala. The Railways and Airways Corporations will remain at Nairobi.

Other measures

Other agreed decentralization measures include the creation of strong and functionally comparable regional headquarters for the Railways and Post and Telecommunications Corporations in each of the partner states; the establishment of Mwanza, Tanzania, on Lake Victoria, as the operational headquarters for the inland marine service; the development of harbors in Tanzania; and the establishment of commissioners in each of the states for Customs and Excise and Income Tax with delegated authority.

Among the tasks of the regional Tax Board, which will include representatives of the Excise and Income Tax Department, the Community, and the three Governments, will be to study the correlation of tax systems and to assist in taxation planning.

General agreement is also expressed in the treaty on the advisability of harmonizing commercial laws in each of the states, the coordination of inland transportation policies and establishment of a regional Council for Industrial Research and Development, as recommended by the United Nations Economic Commission for Africa, as well as an East African Marketing Research Institute to specialize in problems of food and agricultural marketing.

Concluding chapters of the treaty provide for the accession of other nations to the agreement, a proposal in which Ethiopia already has expressed interest, and for the abrogation of the EACSO Agreement and past agreements on the Common Market. Those sections which refer to the new common market are to remain in effect for fifteen years, at which time they will be reviewed.

Signature by the three Heads of State on June 6 brought the Community into being, although the constituent national Parliaments will be asked to pass implementing legislation.

The East African Authority, comprising the presidents of the three member states, will have general direction and control over the executive functions of the Community.

The East African Legislative Assembly, the law-giving body of the Community, will be composed of nine members from each of the three countries as well as three East African Ministers, one from each of the states, who are to have no national responsibilities but are to assist the Authority in exercising its executive functions.

The treaty establishes four additional Councils, charged with communications, economic planning, finance, and research and overall common market affairs. Each of these bodies, to be composed of the three East African Ministers in addition to a varying number of national ministers, is to serve the Community as a consultative organ only.

Judicial affairs of the Community will be referred to the Common Market Tribunal composed of three members, one from each member nation, and a fourth chosen by the other three. Only partner states are to be permitted to refer to the Tribunal, although the Council may seek advisory opinions.

Sources of financing

Financing for Community operations is to be derived from customs and excise revenues and taxes on profits of manufacturing and financial enterprises; the same sources presently support the EACSO, although there will be some changes in the method of financing.

Finally, a Distribution Pool Fund (DPF), created on the same basis as the present DPF administered by EACSO, is to be established and distributed equally among the three countries.

Implementation of the agreement obviously will require that each of the states make concessions to the larger cause of regional cooperation: Kenya will be asked to take third place in disbursements of the Development Bank, to which she will be required to make a more substantial contribution; Uganda and Tanzania in turn will be expected to lift restrictions of interregional trade; and, finally, Tanzania will be called upon to agree to the interconvertibility of the currencies, a step which she has already taken.

A single copy of the treaty is available *for consultation only* in the Africa Division, Room 3833, Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Yugoslavia receives World Bank loan to modernize some industries

Improvements planned for iron and steel products, trucks and buses, bearings, synthetic fibers, paper, plywood

The World Bank has approved a loan equivalent to $10.5 million in Yugoslavia. The loan will provide the greater part of the foreign exchange required for the modernization of seven enterprises in various industrial sectors: iron and steel products, trucks and buses, bearings, synthetic fibers, paper, and plywood.

A major objective of Yugoslavia's recent programs of economic reform has been to make enterprises more efficient and more competitive domestically and abroad by giving market forces increasingly the predominant role in determining production, pricing and investment decisions. The ability of the industrial sector to become competitive by international standards will be a decisive factor in Yugoslavia's success in integrating her economy more closely with the world markets and in liberalizing imports and the foreign exchange regime.

The seven enterprises are widely distributed geographically and between them manufacture a broad range of products.

New installations planned

Sladkogorska Tovarna Kartona in Papirja (Sladki Cardboard and Paper Mill) in Sladki Vrh, Slovenia, plans to install a new paper machine, improve its pulp conditioning and paper conversion facilities and add to its steam power plant thus raising overall paper and board-making capacity to about 31,000 tons per year.

Tovarna Automobilov in Motorjev (Automobile and Motor Factory (TAM)), in Maribor, Slovenia, will replace outmoded machine tools and equipment and eliminate production bottlenecks, leading to an increase in its output of trucks and buses to about 5,500 vehicles per year.

Preduzece Tito (Enterprise Tito (PRETIS)), in Vogosca, Bosnia-Herzogovina, will increase its capacity for the production of ball and roller bearings to about 2,700 tons per year. Organsko Hemijska Industrija (Organic Chemical Industry (OHIS)) in Skopje, Macedonia, will expand its present facilities for the production and conversion of acrylic fiber and add new facilities to bring total capacity to 15,000 tons per year.

Livnica Zeljeza i Tempera (Kikinda Malleable and Gray Iron Foundry) in Kikinda, Serbia, plans to shut down outmoded facilities, add new heat treatment capacity and construct a new gray iron foundry, bringing overall foundry capacity to some 18,000 tons per year. Zeljezara Sisak (Sisak Iron and Steel Works) in Sisak, Croatia, will install a new galvanizing line with an annual capacity of some 73,000 tons, primarily for welded steel tubes.

Tvornica Sperploca i Furnira Lignosper (Lignosper Plywood and Veneer Factory) in Bosanski Novi, Bosnia-Herzogovina, will more than double its present annual capacity for the production of plywood and decorative veneers, to about 10,000 cubic meters and 2,000 cubic meters respectively.

All projects are scheduled for completion by mid-1969. Total costs for fixed assets and working capital are estimated at the equivalent of $37 million. The foreign exchange component is estimated at the equivalent of about $14 million, of which $10.5 million will come from the Bank loan and most of the rest from a loan of $2.8 million to one of the enterprises from United Kingdom sources. The local cost, equivalent to about $23 million, will be covered by the enterprises themselves and through loans from Yugoslav banks.

U.S. farm machinery makers following up on recent tour by Yugoslav mission

U.S. agricultural equipment firms are already following up on the export opportunities opened up to them during a recent tour of this country by a 12-man Yugoslav buying mission. The group was charged with buying $20 million worth of farm machinery and food handling and processing equipment.

One leading farm equipment maker has already sent its representatives to Belgrade to follow up on discussions with the mission. Several other firms which previously had not traded with Yugoslavia have begun negotiations with export-import houses, with a view toward entering that market.

"We're sure there are going to be results from the trip," says Franklin M. Johnson, a Business and Defense Services Administration specialist who accompanied the Yugoslavs around the country. "However, these things do take a little time. Farm machinery isn't the kind of thing you can just sell off the shelf."

"The U.S. has been doing a reasonable amount of business in farm equipment with Yugoslavia all along," says Johnson, "but now I expect us to start doing a lot more."

Greece again cuts import tariff on EEC goods

Greece has made its fourth consecutive 10% tariff reduction on numerous products on which it is obligated to wipe out import duties vis-a-vis the European Economic Community (EEC) over a period of 12 years (by 1974). With this cut, effected May 1, the total duty reduction on such products is now 40%. The products involved fall into the following two broad categories, which require no extended tariff protection:

- Industrial products not currently being manufactured in Greece.
- Farm products, nearly all of which are currently being by Greece.

The fifth 10% tariff cut on the above products is scheduled for November 1, 1968.

The third reduction of 5% on products in the 22-year tariff elementary category (by 1984) is slated for Nov. 1, 1967.

Concurrently, the Greek Government announced its fourth 10% reduction in prepayment deposits on products subject to the 12-year tariff elimination process. This reduction applies to imports from all countries, including the United States. The third reduction on items in the 22-year category is scheduled for Nov. 1.

International bidders to supply Ethiopian sugar project needs

International competitive bidding will be held for the procurement of materials needed for the establishment of a sugar plantation and mill in Ethiopia.

The International Finance Corp. (IFC), an affiliate of the World Bank, is investing about $9 million in the $22.5 million project, which is to be undertaken by the HVA Metahara Share Co. IFC's commitment includes an investment in loan and equity plus underwriting and cost overrun obligations.

Additional equity financing will be provided by the sponsors of the project, United HVA of Amerstam, a leading Dutch company engaged in overseas agricultural activities and HVA-Ethiopia, its 80%-owned subsidiary which is now the sole sugar producer in Ethiopia.

The remainder of the equity will be provided by the Ethiopian Government and a share offering to the Ethiopian public. The National Investment Bank of the Netherlands is providing $2.2 million in a long-term loan.

The project is expected to contribute greatly to the development of the lower Awash Valley and to aid in dispersing industry away from the concentrated Addis Ababa area. It is expected that the project will provide employment for about 4,000 Ethiopians.

Bolivia increases import duties on motor vehicles

Bolivian decree No. 07974 increased substantially the import duty rates on motor vehicles, by as much as 100% for some classifications. Information on the new duty rates can be obtained from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank affiliate to get Swiss loan

The Swiss Government has announced that it will submit for parliamentary approval this summer a loan of SwF 52 million (equivalent to $12.1 million) to the World Bank's affiliate, the International Development Association (IDA). This would be the first financing to be provided to IDA by any government which is not a member of the Association.

Proceeds of the loan will be fully convertible, and may be used for the purchase of goods or services in any member country of IDA and in Switzerland.

Morocco relaxes import procedures

Many items moved to free list; new rules set on other goods

An important liberalization of import regulations was announced on June 18 by the Government of Morocco. The new regulations provide for a number of improvements in the import system including the reclassification of all goods according to licensing requirements, the elimination of procedural distinctions between products from the Franc zone and from outside the Franc zone and the simplification and streamlining of the licensing and importing procedures.

Three lists have been compiled in classifying goods according to licensing requirements. List "A" comprises those goods which may be imported into Morocco without an import license; list "B" includes those goods for which an import license must be obtained prior to importation; and List "C" is made up of goods which are prohibited imports. This liberalization will allow 47% of Morocco's imports (based on Moroccan import totals during 1963) to enter without license, 50% will require licenses and 3% are now prohibited goods.

A second significant aspect of the new Moroccan trade policy is the elimination of previously existing differences in licensing procedures between products imported from the Franc zone and from outside the Franc zone.

A third aspect of the recent change is the increased emphasis to be placed on the simplification and streamlining of routine license requests. It is planned that the extended waiting period previously involved in some license applications will be significantly shortened under the new procedures.

The newly published Moroccan import regulations, containing a complete itemization of the commodities included on each of the above-mentioned lists (A,B,C) is available in French on a loan basis upon request to the Trade Regulations Section, Africa Division, OIRE, U.S. Department of Commerce, Washington, D.C. 20230.

World Bank loan to assist Taiwan fishing industry

A World Bank loan equivalent to $14.4 million to the Republic of China (Taiwan) will provide the foreign exchange needed to add 20 longliner tuna vessels and four stern trawlers to the country's deep-sea fishing fleet. Almost all the fish catch from the new vessels will be sold overseas, earning the equivalent of $3 million a year and more than doubling Taiwan's annual earnings of foreign exchange from the fishing industry.

Twenty-four financial institutions in the United States have agreed to participate in the loan for a total amount of $2,270,000, representing the first five maturities and part of the sixth maturity which fall due between Aug. 1, 1970 and Feb. 1, 1973.

The fishing industry of Taiwan comprises deep sea, inshore and coastal fisheries and fish culture. Development of the industry has been accelerated under successive four-year expansion plans begun in 1953.

Taiwan's Fourth Fisheries Development Plan (1965-68) is intended to increase fisheries production on an average of 13,000 tons annually so that it will reach 427,000 tons by 1968. Deep-sea fisheries are expected to provide more than half the projected increase and will require an expansion of the deep-sea fishing fleet by 14,000 tons. The 250-ton tuna longliners and the 1500-ton stern trawlers, being procured with the assistance of the Bank loan, will have a combined tonnage of 11,000 tons, providing most of the planned increase in this category.

The Central Trust of China, the Government's procurement agency, will issue tenders for international competitive bidding and award contracts for construction of the vessels in consultation with the Land Bank and the Fisheries Bureau.

Total investment in the project is estimated at the equivalent of $17.7 million.

Bolivia bans cigarette imports

Bolivia decree No. 07975 prohibits the importation of cigarettes. Cigarettes of foreign manufacture found in Bolivia after Aug. 1 will be declared contraband and will be confiscated and destroyed.

Export controls on broadcast tape shipments relaxed

The U.S. Department of Commerce has relaxed the export controls on broadcast tapes shipped to non-Communist countries, to speed the recording and distribution of program material here and abroad.

The action allows U.S. exporters—without obtaining an individual validated license for each shipment—to send video tape (raw stock) and tape containing program material to non-Communist countries, to record programs abroad for U.S. and foreign broadcasts, and for broadcasting in foreign countries material recorded in this country.

Exports will be approved under the regulations for an indefinite period. Requests for authorization for such exports should be addressed to the Office of Export Control.

The Commerce Department also revised General License GTDU to permit exports of certain additional limited types of technical data to Eastern European countries.

This general license may be used now to send to these destinations technical data customarily transmitted with a prospective or actual quotation, bid, or offer to supply materials or services. The details of design, production, or manufacture, or the means of reconstruction of either the commodity concerned in the quotation, bid, or offer or of its product are not considered quotation data and therefore are not exportable under this general license.

Specifically excluded from the general license coverage are technical data concerning the strategic commodities identified by the symbol "A" on the Department's Commodity Control List or listed on the U.S. Munitions List.

The extension of the provisions of General License GTDU to include quotation data is part of the continuing process of refining export control regulations to insure that they protect U.S. security interests, without imposing needless administrative requirements on American business firms.

The Department also further clarified the export regulations regarding reexports of U.S. technical data and exports of the foreign made products of U.S. technical data.

The new regulations, effective immediately, are contained in Current Export Bulletin 952 of July 3. Copies of the Bulletin are for sale at 25 cents in Room 6043, Department of Commerce, Washington, D.C. and in the 42 Commerce Department Field Offices.

Guatemala to establish private development bank with help of Alliance loan

A new private development bank is being created in Guatemala under the Alliance for Progress with financing by Guatemala businessmen and the Agency for International Development.

AID is lending $5 million to Financiera Industrial y Agropecuaria (FIASA), which has been organized by Guatemala businessmen to make medium and long-term loans to private industrial enterprises in Central America. The bank may also offer some loans to agricultural enterprises.

In addition to the AID loan, FIASA will have as initial capital $1.25 million in equity capital raised by the sponsors. The new corporation's operations will not be guaranteed by the Government of Guatemala.

The Guatemala bank is similar to other Central American financial institutions assisted by AID. As with the other banks, FIASA is expected to help promote regional economic programs in keeping with the recommendations of the recent meeting of hemisphere chiefs of state at Punta del Este. It is likely to join in consortium financing with the other banks and with the Central American Bank for Economic Integration.

U.S. loan to assist Bolivia development

A foreign aid loan from the United States will help Bolivia plan sound development projects in the fields of transportation, agriculture, natural resources and construction.

The Bolivian Government will borrow $1.5 million from the Agency for International Development and will provide $300,000 from its own resources to finance engineering, economic and financial feasibility studies.

General license restrictions against exporter continued by Commerce Department

Restrictions imposed on Paul Aebersold, Zurich, Switzerland, prohibiting exportations from the United States to him under general licenses, will be continued in effect indefinitely.

A 45-day temporary order was entered against Aebersold, effective as of May 2, on allegations that he had been abusing the general license privileges. He was given the opportunity to show cause why the order should not be continued but failed to respond.

Investigation by the Commerce Department's Bureau of International Commerce indicated that, over a period of years, Aebersold's methods of operation were designed to evade the requirements of the export regulations, which require validated licenses for the exportation of strategic commodities. As a result, numerous small lots of strategic items were exported to him without the safeguards to the public interest and national security of the United States which would have been assured, had such exportation been made under validated licenses.

Until further notice no exportations may be made to Aebersold under any general license, and any export transaction in which he is a participant will require a validated export license from the Office of Export Control. The order also applies to Aebersold's agents and employees.

Brazil firm to purchase U.S. goods with Alliance loan

A $20.6 million Alliance for Progress loan by Eximbank will enable Union Carbide do Brasil, S.A. to finance purchases of U.S. equipment and services needed for its expansion program.

The firm plans enlargement of its polyethylene plant at Cubatao, Sao Paulo, to increase production from 48 to 136 million pounds annually. A new olefins plant will be installed to produce 68 million pounds of acetylene, 150 million pounds of ethylene, and 41 pounds of benzene yearly; and a vinyl chloride monomer plant will produce 155 million pounds per year.

Established in 1948, UCB operates the only major polyethylene manufacturing facility in Brazil.

$44.2 million loan will buy U.S. goods for Spanish plant

The Export-Import Bank authorized a $44.2 million credit to Centrales Nucleares del Norte, S.A., to help finance U.S. equipment, materials, and services required in the construction of a nuclear power plant in the province of Burgos, about 37 miles southwest of Bilbao, Spain. Total cost of the project is estimated at some $94 million.

The plant, scheduled for commercial operation about February 1970, will have a gross electrical capacity of 460 mw. It will be constructed by International General Electric Co. and its affiliate, General Electric Technical Services Co. on a turnkey basis. Ebasco Services, Inc. of New York will provide architectural and engineering services.

The Spanish nuclear power company is controlled by Iberduero S. A. and Electrica de Viesgo, which are, respectively, Spain's largest and fifth largest private electric utility companies. They service areas totalling some 65,000 square miles with a total population of some eight million. The areas serviced include the Basque provinces, of which Bilbao is the industrial center, the province of Santander, and parts of Oviedo, Palencia, and Lugo. Electric energy consumption has been increasing steadily in Spain, and this rising demand is expected to continue.

The Eximbank loan is guaranteed by Banco Espanol de Credito, Banco de Bilbao, and Banco de Vizcaya.

Eximbank credit assists Mexican desalting plant

The Export-Import Bank has authorized a $3,805,900 credit in favor of Comision Federal de Electricidad of Mexico to help finance U.S. equipment, accessories, and engineering services required for the Rosarito desalting plant which will supply fresh water to the city of Tijuana, Baja California. Total cost of the project, to be built adjacent to the Pacific Ocean at Rosarito, will be some $6.4 million. Comision Federal de Electricidad is an autonomous agency of the Mexican Government which generates and distributes electric power throughout most of Mexico.

Recoursos Hidraulicos, the Mexican Government water resources authority, will provide associated pumping stations, reservoirs, and the distribution system to transport the desalted water from Rosarito to Tijuana, some 12 miles away.

Aqua-Chem, Inc., of Waukesha, Wisconsin, holds a turnkey contract for the project and will furnish the complete desalting installation including detailed design, fabrication, erection, and start-up. This project is the largest long-tube brine recirculation desalting plant contracted for outside the U.S. to date. It is expected to produce 7.5 million gallons of fresh water per day.

$3 million credit added to Korea Bank loan

The Agency for International Development has aproved an additional $3 million credit to Korea's Medium Industry Bank.

The credit comes in the form of an amendment to an already existing AID loan, increasing it from five to eight million dollars.

Loan proceeds will be used to finance the purchase by Korean business firms of industrial machinery and equipment and services from the United States. Approximately 100 firms are expected to receive financing from the Bank which has 39 branches throughout Korea.

Established in Seoul in 1961, the Bank specializes in financing small and medium industry and has recently been emphasizing long-term loans for capital goods purchases with the principal aim of increasing exports. Partly because of the Bank's efforts, Korea's exports have more than doubled in a single year, rising from $120 million in 1965 to $250 million last year.

Besides the U.S. loan, the Bank has received a $15 million loan from Japan and a $3.75 million loan from the Federal Republic of Germany.

Pakistan sets further controls on imports

The State Bank of Pakistan has announced further controls on imports against Pakistan's own foreign exchange. Registration with the bank is now required for all such imports whether made from the free list, the licensable list, the bonus voucher list or on government account. Bank permission is also required for increasing the amount or extending the validity period of letters of credit already issued for free list and license imports.

Commerce adopts special measures on nickel exports

Special restrictive measures on the issuance of export licenses for nickel-bearing scrap and unwrought nickel have been adopted by the U.S. Department of Commerce to provide more effective surveillance over exports of nickel material.

With the new restrictions in effect, the Department resumed issuing export licenses for such nickel materials. Export licensing had been held up since June 9 because of the tight supply situation in nickel.

The Commerce Department will continue to require exporters of nickel alloy scrap, stainless steel nickel-bearing scrap and unwrought nickel to apply for licenses to export to all destinations except Canada. Because of the tight supply situation, all licenses to export those commodities will be valid for only 90 days and the exporter will be required to submit a copy of his buyer's order with each license application.

Each exporter also will be required to file an additional copy of the Shipper's Export Declaration at the time of export so that reports on tonnages shipped will be available to the Department within ten days after shipment.

Licenses issued prior to June 9 and still outstanding will remain valid, but will expire no later than Sept. 9.

The Commerce Department will continue to maintain a close watch over licenses issued as well as the quantities exported and will take further restrictive measures if the situation warrants.

Full details of these changes in the regulations are contained in Current Export Bulletin 953, dated July 10. Copies are available at 25 cents each in Room 6043, U.S. Department of Commerce, Washington, D.C. 20230, and in the Department's 42 Field Offices.

Ceylon extends validity period of import licenses

The Government of Ceylon has announced that all Actual User licenses, other than those issued under the Federal Republic of Germany loan and the Second Japanese Yen credit, have been extended up to Dec. 31. Actual User licenses issued under the above loan and credit have been extended to Oct. 31.

Ethiopian company seeks arrangement with U.S. concern

Requests help in providing comprehensive insurance

A newly formed Addis Ababa insurance company is interested in an agency agreement or reinsurance service arrangement with an established U.S. concern. The Ethiopian firm would consider a joint venture, but financial participation by a U.S. investor is not requested.

The Ethiopian company is primarily interested in offering insurance policies which would be acceptable to non-Ethiopian residents. Technical assistance in providing newly developed comprehensive coverage is also requested.

Foreign residents in Ethiopia, including many U.S. nationals, provide a market for policies written in terms of convertible currency, and which continue coverage after the holder leaves Ethiopia. This market is currently available to U.S. firms only through correspondence. Ethiopian insurance companies are not presently equipped to provide comprehensive policies of this type. The Addis Ababa concern seeks collaboration with a U.S. investor in servicing this market. It currently writes all types of policies, including life.

Interested U.S. firms can obtain complete information about this opportunity by **writing:** The Star Fire and General Insurance Co. Ltd., S.C., P.O. Box 1034, Addis Ababa. Attention: Mr. Vinodray J. Pandit. WTD.

Two Australian firms interested in licenses

U.S. licenses are sought by two Australian firms to manufacture furniture padding and heavy machinery. Interested U.S. companies can obtain further information by writing directly to the Australian concerns.

- A license to manufacture padding and insulation from synthetic fibers for use in bedding and upholstered furniture is sought by a Sydney company. The firm currently makes these products from such natural fibers as jute and sisal for Australian manufacturers of box springs, innerspring mattresses and furniture. According to the company, it produces about 30% of the total domestic requirement for these materials.

The Sydney concern wants to convert its operation from the production of hard natural fibers to softer synthetic fibers. It is also interested in the manufacture of such related materials as synthetic webbing and matting. The type of return to be paid a U.S. licensor is open to negotiation on a mutually agreeable basis.

Write: Fibertex Pty. Ltd., 130-140 Mitchell Road, Alexandria, Sydney, N.S.W. WTD.

Industrial machinery

- A license to produce road making equipment, mobilecranes and other specialized industrial machinery is sought by an Australian company. The firm is engaged in the manufacture of industrial plants to customers' specifications, reconditioning of machine tools and general jobbing. It has facilities for working in mild and stainless steel.

Write: Stead Industries Pty. Ltd., 1-5 Richelieu St., West Footscray, Victoria, Australia. WTD.

Costa Rican furniture producer seeks venture

A manufacturer of steel and plastic laminated furniture for households, patios, schools and offices is interested in a joint venture for expansion. The San Jose firm seeks financial participation and technical assistance from a U.S. investor. It is particularly interested in modernizing its operations. The company distributes its products throughout Central America.

Write: Muebles de Metal Alumiplastic S.A., Aptdo 2902, San Jose, Costa Rica. Attention: Mr. Rodrigo de Bedout. WTD.

British fabricator wants arrangement with U.S. firm

A small British firm which fabricates chemical process machinery and equipment is interested in a licensing arrangement with a U.S. firm. The company wants to produce chemical process equipment involving such materials as nickel, monel, aluminum and titanium. The firm was established in 1955 and has 65 employees. **Write:** Leonard Smith (Engineers) Ltd., Bredgar Road, Gillingham, Kent, England. WTD.

Venture proposed to package, market Ceylonese tea

Needs packaging machinery, purchasers of final products

A leading Ceylonese tea planters' association seeks to contact interested U.S. firms to participate in a plan to package and market Ceylonese tea.

As a first step in the plan, the Colombo association proposes a joint venture with an experienced U.S. firm to package tea in Ceylon; the tea would be furnished by various tea estates producing only high quality tea. The tea could be purchased at the Colombo auctions or, with Government of Ceylon permission, directly from the planters. Requested of the U.S. participant in the enterprise is packaging machinery. Secondly, an agreement is sought with U.S. firms for the direct purchase of the packaged product. These firms would not necessarily be involved in the packaging operation.

It is reported that currently the major portion of Ceylonese tea is sold in bulk at auctions in either Colombo or London. It is usually blended with other less expensive teas for distribution in western markets.

Marketing procedure changed

Because of this tea blending and profits taken by middlemen in the operation, the Ceylonese tea industry claims to realize lower earnings for the product. To alleviate this decline in export earnings, the Government of Ceylon decided to make a major change in marketing procedures. Early this year, it allowed tea to be sold outside the Colombo auctions directly to U.S. and Canadian buyers on a trial basis. As the system is said to be operating successfully, the Government is expected to extend it to include European purchasers. The planters association claims the Government is also interested in its tea packaging plan.

Interested U.S. firms can obtain complete information about this opportunity by **writing:** The Planters Association of Ceylon, P.O. Box 855, Colombo, Ceylon. Attention: The Chairman.

Licenses to produce diverse items sought by five German manufacturers

Range of offers includes paint spraying equipment, organic and inorganic chemicals, machine tools, enameled ware, metal containers

Five German firms are interested in producing under U.S. license a wide range of items including paint spraying equipment, organic and inorganic chemicals, machine tools, enameled ware, and metal containers. To obtain further details, U.S. firms should write directly to the German firms.

• A leading manufacturer of paint spraying equipment seeks a license to produce professional paint spraying equipment for the building industry, particularly apparatus for painting interior and exterior walls.

The German concern produces spray guns, compressors and accessories for use by the construction trade and industrial enterprises. It is only interested in making non-competitive equipment, especially newly developed products. The company maintains contact with the approximately 8,000 German distributors of its products. The type of return to be provided a U.S. licensor is open to negotiation.

Write: Sanitaria GmbH, 7140 Ludwigsburg, West Germany. WTD.

• A license to produce organic and inorganic chemicals for the textile and rubber industries is sought by a chemical manufacturer interested in expanding its product line.

The German firm's well equipped plant is said to be strategically located near inland waterway, rail and highway connections. Such facilities as water and power are available.

The company believes a good market exists in Germany for chemicals required by the textile and rubber industries. It distributes its products through its own sales force, plus the sales organization of another German chemical company.

Write: L. Brueggemann K.G., 71 Heilbronn/Neckar, West Germany. WTD.

• Established in 1918, this wholesaler of machine tools and manufacturer of edge trimming machines seeks a license to produce metal forming machines.

An arrangement is sought with a U.S. company willing to eventually distribute the German firm's edge trimming machines in the United States.

The German firm represents a number of well known domestic machine tool manufacturers and reports sales of around $1.9 million. The type of return to be offered a U.S. licensor is open to negotiation.

Write: Ludwig Widani, Eschenstrasse 35-37, 85 Nuernberg, Germany. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

• Established in 1927, a firm engaged in mining operations and the production of such diverse products as bathtubs, coal and oil stoves, milling machines, plastic products, chemical filters and glass working machines seeks licensing agreements with U.S. companies.

The German concern is interested in making the following products: chemical and pharmaceutical filters, centrifuges, and presses; corrugated paperboard machinery, folding stapling and gluing equipment and rotary dies; and cast iron hollow ware, enameled ware and cooking utensils.

In addition to mining coal, salt and peat, the company operates mine plants and has a sales organization covering the West German and European market. It employs around 5,000 persons and has annual sales of around $23 million. The type of payment to be provided a U.S. licensor is open to negotiation.

Write: Bayerische Berg-, Huetten- und Salzwerke AG, Munich, Germany. WTD.

• A manufacturer of boilers, tanks, construction machinery, stamped and pressed metal parts, and hydraulic pumps seeks a license to produce metal containers and to fabricate industrial equipment.

The concern was established in 1962 and has around 600 employees. It operates a modern plant equipped with milling, drilling and grinding machinery, plus punching and pressing equipment. The company reports annual sales of $4 million and is a wholly owned subsidiary of a German precision instruments manufacturer.

Write: Rotenburger Metallwerke GmbH, 6442 Rotenburg, Postfach 80, Germany.

Mexico targets investment potential

Feasibility of manufacturing 500 products cited in new list

U.S. firms contemplating investment in Mexico will be interested in a revised list of "New and Necessary Industries" recently released by the Mexican Ministry of Industry and Commerce citing 500 products which it considers economically feasible to manufacture in Mexico. Included in the list are some products currently manufactured in Mexico, but reported to be unsatisfactory due to deficiencies in quantity, quality or price.

According to the Ministry, the total investment required for the 500 products is estimated at approximately $216 million. It is planned that some articles would be exported in addition to being distributed on the Mexican market.

The products are in the following industries: iron and steel, metal alloys, nonferrous metal articles, hand tools and accessories, machinery, precision instruments, automotive, railroad transport equipment, electronic and communication equipment, textiles, chemicals, petrochemicals, pharmaceutical chemicals, cellulosic, and food products from the sea.

Reportedly, in most cases the Mexican Government would accept participation

by U.S. firms only as minority shareholders in joint ventures to manufacture these products. Also, since the listed products are to be made in Mexico, it is anticipated that the Mexican Government will prohibit importation of similar products from other countries.

U.S. companies interested in obtaining a copy of the list should **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230.

Two Scottish manufacturers look for license agreements

Two Scottish manufacturers are looking for U.S. licenses, one to produce machinery and the other for dust extraction equipment. To obtain additional information, U.S. firms should write directly to the Scottish firms.

- A Glasgow manufacturer of electrochemical machinery seeks to expand operations through licensing agreements with U.S. firms. The Scottish company is particularly interested in the production and distribution in the U.K. of additional metal manipulation machinery for the construction and steel industry, and automotive components. It also wants to make special purpose machines for automation. These could include inspection machines and automatic assembly equipment.

During the past six years the Glasgow concern has specialized in the development and manufacture of electro-chemical machinery and equipment for bending, flattening and straightening metal. It also makes laundry, packaging and bearing equipment.

The Scottish firm is a subsidiary of a large British holding company with 19 affiliates in the U.K. and 10 subsidiaries overseas. The group is said to be the largest manufacturer of engine components in the world.

Write: Crow, Hamilton and Co. Ltd., Barmax Works, 47 Haggs Road, Glasgow, Scotland, S. 1. WTD.

- A Glasgow designer and manufacturer of air filters and dust extraction and collection equipment in ferrous and non-ferrous metals for the gas, chemical and petrochemical industries seeks a license to make related products complementary to its present line. The Scottish company also fabricates steel pipe, water and oil tanks, pallets, chutes and conveyors.

The company was established in 1937 and maintains a reportedly well equipped plant covering approximately 23,000 sq. ft. Production machinery includes lathes, electric welding machines, circular saws, and bending, dulling and grinding machines.

Write: John Yuille (Metal Works) Ltd., Hillington Industries Estate, Glasgow, Scotland, S.W. 2. WTD.

Two French firms desire U.S. licenses

Two French firms are seeking U.S. licenses to make items that are related to their general lines of products. Interested U.S. firms can obtain additional information by corresponding directly with the French companies.

- A manufacturer of kitchen equipment and such food machinery as meat choppers, mixers, potato peelers and beaters seeks a license to make allied equipment, preferably for use by hotels, restaurants and institutions.

The French firm operates a well-equipped plant and claims it could easily expand and diversify its operations utilizing existing facilities. The company employs around 60 persons.

- **Write:** Societe Anonyme de Materiel pour l'Alimentation, Aubusson 23-Creuse, France. WTD.

- A license to manufacture valves and related equipment for the petroleum, petrochemical and chemical industries is sought by a Paris producer of lubricated taper plug valves and firesafe ball valves. The firm is also interested in making valves for use in pipelines and LPG installations.

Established in 1938, the French concern has around 85 employees, plus 8 traveling salesmen. It reported 1966 sales of $1.2 million.

Write: Etablissements Thevignot, 8 bis avenue Vion-Whitcomb, Paris 16, France. WTD.

Belgian firm wants license to produce pharmaceuticals

Established in 1927, a Brussels pharmaceuticals manufacturer seeks a license to produce all kinds of pharmaceutical products, utilizing its existing facilities.

The firm has around 15 employees and distributes its products to pharmacies and wholesale drug houses in Belgium, The Netherlands and Luxembourg.

For further details **write:** Sparen S. A.-Societe Franco-Belge de Specialites Pharmaceutiques de Haren, 28 Avenue Emmanuel, Machelen, Belgium. WTD.

Guatemalan firm wants to make electronic units

A Guatemala City manufacturer of radios and television receivers seeks a license to produce or assemble electronic components and accessories. The company proposes an arrangement under which it would import the components from the U.S. licensor, assemble them in Guatemala and ship the finished product to various world markets.

A U.S. licensor would be required to supervise the installation of any necessary additional machinery and conduct initial training of the Guatemalan firm's employees in assembling the components. The Guatemalan firm says it has the space and equipment to undertake an operation of this type. It employs approximately 60 skilled persons.

Reportedly, the managing partners of the Guatemalan concern are prominent citizens active in both civic and industrial organizations. The concern's president has an engineering degree from a major U.S. university, while his partner is manager of the electrical company distributing electricity in Guatemala City.

U.S. electronic companies interested in obtaining further details should contact: Sistemas Electronicos Centroamericanos, S.A., 6a. Avenida "A" 2-22, Zona 10. (Apartado Postal 1277), Guatemala City, Guatemala. WTD.

Electrical items license sought by Mexican firm

A Mexican manufacturer of transformers and importer of electrical laboratory equipment is interested in obtaining a license from a U.S. producer to make such electrical products as switch breakers, lightning arresters, voltage variators, relays, special transformers, capacitors, soldering irons, heaters and incinerators.

All of the above named products are subject to import controls imposed by the Mexican Government to protect local producers.

Details of the arrangement remain to be worked out between the Mexican firm and the licensor, possibly on a royalty basis.

For details **write:** Electronica Balteau, S.A. de C.V., Escape No. 21, Naucalpan de Juarez, Edo. de Mexico, Mexico. WTD.

UN approves 57 projects

Projects include large-scale, pre-investment undertakings, advisory, training services

The Administrator of the United Nations Development Program submitted to the Governing Council 55 new projects and two supplementary earmarkings for approval at its June session. The Governing Council approved the projects as submitted and authorized the earmarkings of each project as recommended by the Administrator.

The estimated total cost of the projects approved in this sessions is $130,407,400. Of this amount the Governing Council will contribute $49,250,400. The remainder, $81,157,000, is to be contributed by the recipient governments.

The $130 million in UNDP projects offers substantial opportunities for American firms. These represent not only short-term projects, but also opportunities to be in on the "ground floor" developments in these countries. Indicative of the interest of U.S. firms in UNDP projects is the fact that nearly 500 copies of the recent BDSA publication, "Private Enterprise and the United Nations Development Program," have been purchased. Copies of the brochure are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, price $.15 each.

It is noteworthy that there is an ever increasing concern on the part of the requesting governments with a need to mobilize local resources as quickly as possible in order to respond to growing economic pressures. Studies in the field of transportation have increased both in number and in scope. In certain cases, as in the Mali transport survey (see DP/SF/R.4/Add. 28 in list), the project is designed to provide the Government with an objective reassessment of the country's existing transport system, including air transportation, with a view to reducing operational costs and arriving at a more efficient use of limited investment resources. In other cases the proposed projects are limited to a single mode of transportation, although the existence of alternative modes clearly has to be taken into consideration.

Certain investigations on natural resources and their management take on a character of urgency. In two countries—Mali and Mauritania—situated in the dry Saharan zone, the aim is to strengthen the Government's existing groundwater services through the provision of technical support, basic equipment and on-the-job field experience, thus enabling them to plan and implement further groundwater exploration and development activities and to make the most efficient use of the often considerable resources put at their disposal by bilateral assistance programs. The findings of these projects, combined with the reinforcement of the technical services concerned, should permit national and international investment in this important field to be applied knowledgeably.

Of comparable importance and urgency for many oasis dwellers in the Sahara, whose livelihood depends on a careful and rational use of groundwater resources, is an overall knowledge of the great geological formations which are basically favorable to the accumulation of fossil or renewable groundwater. It is hoped that similar knowledge will be gained from the proposed regional survey of groundwater resources in the northern Sahara, which should provide the governments of Algeria and Tunisia with the necessary information for planning the sound utilization of this crucial resource.

Included in this list is a large share of projects in the field of training, from the most basic to the most advanced type. The fundamental importance of adequate management in advanced conditions of production as well as at the level of the small entrepreneur will call for creative and imaginative use—on the part of all concerned—of experience accumulated in widely different social and economic contexts.

A detailed summary for each of the listed projects is available to firms domiciled in the United States. Interested firms may obtain summaries from J. L. Malone, Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4641.) Firms should include the project number, country and name of project in their request, e.g., DP/SF/R.4/Add. 1—Brazil—Center for applied hydrology.

Following is the list of projects approved by the Council. Projects are listed by number, country, title, executing agency and estimated total cost.

DP/SF/R.4/Add. 1—BRAZIL: **Centre for applied hydrology, Porto Alegre:** The United Nations Educational, Scientific and Cultural Organization (UNESCO). $1,844,500.

DP/SF/R.4/Add. 2—BRAZIL: **Transport survey:** The International Bank for Reconstruction and Development (IBRD). $10,905,000.

DP/SF/R.4/Add. 3—CAMEROON: **School for the training of wildlife specialists, Garoua:** The Food and Agriculture Organization of the United Nations (FAO). $1,832,600.

DP/SF/R.4/Add. 5—CHILE: **Railway organization and operations:** IBRD. $1,276,000.

DP/SF/R.4/Add. 6—COLOMBIA: **Middle-level agricultural education:** UNESCO. $3,406,700.

DP/SF/R.4/Add. 7—CYPRUS: **Higher technical institute, Nicosia:** UNESCO. $1,847,400.

DP/SF/R.4/Add. 9—ETHIOPIA: **Management and entrepreneurship training and advisory centre, Addis Ababa:** The International Labor Organization (ILO).

DP/SF/R.4/Add. 10—GHANA: **Studies of two trunk roads:** IBRD. $692,000.

DP/SF/R.4/Add. 11—GHANA: **Volta Lake research:** FAO. $2,954,000.

DP/SF/R.4/Add. 12—GREECE: **Forest industries feasibility studies:** FAO. $710,200.

DP/SF/R.4/Add. 13—GUINEA: **National mineral and geological centre, Conakry:** The United Nations (UN). $1,230,700.

DP/SF/R.4/Add. 14—HAITI: **Supplementary assistance to the land and water surveys in the Gonaives Plain and the Northwest Department:** FAO. $856,300.

DP/SF/R.4/Add. 15—HUNGARY: **Management Training centre, Budapest:** ILO. $5,929,800.

DP/SF/R.4/Add. 16—INDIA: **Advanced vocational training institute, Calcutta:** ILO. $1,815,200.

DP/SF/R.4/Add. 17—INDIA: **Indian grain storage institute, Hapur:** FAO. $1,516,400.

DP/SF/R.4/Add. 18—INDIA: **National apprenticeship scheme:** ILO. $7.317.500.

DP/SF/R.4/Add. 19—INDIA: **Tool room centre, Hyderabad:** ILO. $1,537,500.

DP/SF/R.4/Add. 20—IRAN: **Animal Health Institute, Tehran (Phase II):** FAO. $1.930.100.

DP/SF/R.4/Add. 21—JORDAN: **Animal health institute, Amman:** FAO. $1,255,900.

DP/SF/R.4/Add. 22—KENYA: **National industrial vocational training scheme:** ILO. $1,294,600.

DP/SF/R.4/Add. 23—LEBANON: **Animal Health Institute (Phase II):** FAO. $2,146,900.

DP/SF/R.4/Add. 24—LEBANON: **Near**

East Animal Health Institutes: coordinating unit, Beirut: FAO. $590,800.

DP/SF/R.4/Add. 25—MADAGASCAR: **Agricultural development of the Morondava Plain:** FAO. $1,628,100.

DP/SF/R.4/Add. 26—MALAYSIA: **Transport survey:** IBRD. $2,355,100.

DP/SF/R.4/Add. 27—MALI: **Strengthening government services for groundwater exploration and development:** UN. $1,472,700.

DP/SF/R.4/Add. 28—MALI: **Transport survey:** IBRD. $279,000.

DP/SF/R.4/Add. 29—MAURITANIA: **Establishment of a groundwater service:** UN. $1,400,900.

DP/SF/R.4/Add. 30—MEXICO: **Regional centre for industrial technical training, Guadalajara:** UNESCO. $5,318,800.

DP/SF/R.4/Add. 31—MOROCCO: **Irrigation improvement in the Souss Valley:** FAO. $2,164,900.

DP/SF/R.4/Add. 32—NIGER: **Feasibility study for the industrial processing of millet:** FAO. $554,500.

DP/SF/R.4/Add. 33—NIGERIA: **Central sewerage system, Ibadan:** The World Health Organization (WHO). $1,361.500.

DP/SF/R.4/Add. 34—NIGERIA: **Transport survey of midwestern Nigeria:** IBRD. $475.000.

DP/SF/R.4/Add. 35—PAKISTAN: **Automotive training centre, Chittagong:** ILO. $502.500.

DP/SF/R.4/Add. 36—PAKISTAN: **Deck personnel training centre, Narayanganj, East Pakistan:** ILO. $1,372,700.

DP/SF/R.4/Add. 37—PANAMA: **Improvement of pastures and fodder crops:** FAO. $1,916,900.

DP/SF/R.4/Add. 38—PERU: **Experimental housing project, Lima:** UN. $9,334,500.

DP/SF/R.4/Add. 39—POLAND: **Highseas fisheries research project:** FAO. $13,395,600.

DP/SF/R.4/Add. 40—REPUBLIC OF KOREA: **Forestry survey and development:** FAO. $3,011,200.

DP/SF/R.4/Add. 41—REPUBLIC OF KOREA: **Uplands development and watershed management:** FAO. $3,259,200.

DP/SF/R.4/Add. 42—RWANDA: **Hides, skins and leather demonstration and training centre, Kigali:** FAO. $697,900.

DP/SF/R.4/Add. 43—SAUDI ARABIA: **Farm engineering centre, Riyadh:** FAO. $1,988,600.

DP/SF/R.4/Add. 44—SINGAPORE: **Foundry demonstration and service unit:** ILO. $905,700.

DP/SF/R.4/Add. 45—SOMALIA: **Fishery survey:** FAO. $656,900.

DP/SF/R.4/Add. 46—SUDAN: **Mineral survey in three selected areas:** UN. $2,007,700.

DP/SF/R.4/Add. 47—TOGO—**Building construction centre, Cacavelli:** UN. $1,632,700.

DP/SF/R.4/Add. 48—TUNISIA: **Training staff for agricultural education and production, Tunis:** FAO. $3.657.400.

DP/SF/R.4/Add. 49—TUNISIA: **Transport survey:** IBRD. $615,000.

DP/SF/R.4/Add. 50—UGANDA: **Master plans for water supply and sewerage for the greater Kampala and Jinja areas:** WHO. $1,119,800.

DP/SF/R.4/Add. 51—UNITED KINGDOM (Mauritius): **Development of milk production:** FAO. $2,053,400.

DP/SF/R.4/Add. 52—UNITED KINGDOM (Swaziland): **Survey and planning of the Usutu River Basin:** FAO. $1,373,400.

DP/SF/R.4/Add. 53—UNITED REPUBLIC OF TANZANIA: **National industrial apprenticeship scheme:** ILO. $1,030,100.

DP/SF/R.4/Add. 54—REGIONAL—AFRICA: **Research into the Control of grain-eating birds (Quelea-Quelea):** FAO. $1,003,900.

DP/SF/R.4/Add. 55—REGIONAL—NORTH AFRICA—**Survey of groundwater resources in the northern Sahara:** UNESCO. $2,132,900.

DP/SF/R.4/Add. 56—REGIONAL—AFRICA: **Feasibility study for a road from Bujumbura to Kigoma:** IBRD. $434,000.

DP/SF/R.4/Add. 57—REGIONAL—SOUTHEAST ASIA—**Supplementary assistance to the survey of minerals and mineral processing industries in the Lower Mekong River Basin (Laos):** UN. $606,800.

DP/SF/R.4/Add. 58—DAHOMEY: **Land transport survey:** IBRD. $687,500.

DP/SF/R.4/Add. 59—KENYA: **Training of secondary school teachers, Department of Education, University College, Nairobi:** UNESCO. $3,710,500.

Philippines wants bids on heavy equipment

Sealed bids on forms to be furnished by the Dept. of Public Works & Communications of the Philippines for the furnishing of the following: one unit crawler tractor with angle dozer; two units sand blasting combination guniting outfit; and one unit diesel prime mover—generating set—60 ton floating crane, c.i.f. Manila, will be received by the Committee on Prequalification, Bidding & Award in the Office of the Secretary of Public Works & Communications, Manila, until 10 a.m. July 27 (Manila time) or by the Foreign Loan Unit of this Department at the Philippine Embassy, 1617 Massachusetts Ave., N.W., Washington, D.C., U.S.A., until 10 a.m., July 27 (Eastern Standard Time).

Only one bid shall be submitted by either the U.S. supplier or his Philippine representative, either in Washington, D.C., or in Manila. If bids are submitted by both parties and/or in both places, neither will be considered. Bids received at Washington, D.C., will be opened immediately after the deadline for submittal, and bids in Manila 24 hours thereafter or at 10 a.m., July 28 (Manila Time).

Procurement of the listed equipment will be paid out of the credit line extended by the Export-Import Bank in Washington for the Manila Harbor Development.

Interested bidders must be prequalified before they can be issued "Invitations to Bid." Application for prequalification must be submitted on or before July 17, to either offices mentioned above. Full particulars regarding application may be obtained from Mr. George Aducayen, Attache, Philippine Embassy, 1617 Massachusetts Ave., N.W., Washington, D.C. 20036, (Telephone: 202-HO 2-1400), by any prospective bidder.

Tunisia invites bidding on school construction

The govt. of Tunisia is inviting bids for construction of schools at the following locations: a middle and secondary school at Akouda Kalaa Kebira—fifth lot a transformer station to be built under an agreement recently signed between the Tunisian Govt. and the IBRD/IDA. The work is estimated at approximately $11,200; and for construction of a middle and secondary school at Moknine Ksar Hellal—fifth lot a transformer station to be built under an IBRD/IDA agreement. The work is valued at approximately $14,000. In both cases, bidding forms are available from Mr. Kyriacopoulos, architect, 9 Rue Kemal Ataturk, Tunis.

Additional bids are called for construction of a middle and secondary school at Souk El Arba (about 100 miles west of Tunis), fifth lot a transformer station to be built under an IBRD/IDA agreement. Work on this project is estimated at $12,000 and bidding forms are available from Mr. Kyriacopoulos at the above address.

Bids are invited, also, for installation of electricity of buildings B and E of a high school at Kairouan (100 miles southwest of Tunis). This project is also being conducted under an IBRD/IDA agreement. Work is estimated at approximately $60,000 and bidding forms are available from Mr. O. C. Cacoub, architect, 45, Ave. H. Bourguiba, Tunis.

For the first three projects, deadline for bidding is Aug. 5, and for the last one, Aug. 4. Correspondence is preferred in French and interested firms should contact: Secretariat d'Etat aux Travaux Publics et a l'Habitat, Division des Batiments Civils, Cite Jardins, Tunis.

A sheet containing instructions for bidding is available on a loan basis from the Building Materials & Construction Industries Div., Rm. 4014, B.D.S.A., U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4272).

Austria seeks suppliers of cosmetic containers

An Austrian manufacturer of cosmetics seeks offers to supply large assortment of containers and applicators, etc. for cosmetic products such as lipsticks, eye shadow, mascara, nail care products, eye liners and cake make-up (compacts). Offer should provide price lists, delivery times, colors, terms and samples. Kolmar Cosmetics (Europa) A. G., Anton Hannakgasse 5, A-2103 Langenzerdorf, Austria. Additional information is available from Chemical & Allied Products Div., BDSA-544, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2067).

World Trade Opportunities pages 32-39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon reecipt of request specifically identifying the trade opportunity involved.

Australia issues tender for microwave supplies

The Snowy Mountains Hydro-Electric Authority has issued Tender No. L-133, for Supply of four Microwave Systems for New South Wales, Australia.

Bid deadline is Oct. 4.

The scope of the contract will include the design, manufacturing test at the manufacturer's plant, supply and deliver to SMHEA depot at Cooma, New South Wales, supervise erection, test, commission and initial maintenance of four systems, solid state microwave link equipment, including all towers, antenna, feeders and other necessary items.

Copies of tender announcement and specifications are available from the Comptroller of Stores, Snowy Mountains, Hydro-Electric Authority (SMA), P.O. Box 332, Cooma North, New South Wales, Australia, or on a two day loan basis to firms located in the United States from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C., 20230. (Telephone: Code 202-967-4036).

Mexico plans dam complex, invites interested firms to bid

The Secretariat of Hydraulic Resources of Mexico is inviting firms to participate in bidding on contracts for an irrigation and storage dam, "El Chamal", in San Carlos, Tamaulipas. Interested firms may obtain forms for $4.00 from Direccion de Pequena Irregacion, Secretaria de Recursos Hidraulicos, Reforma 69, Mexico, D.F. Deadline for submission of bids is Aug. 7.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

149 Nonmetallic minerals

THIALAND—Created rough Chattam emeralds, other synthetic rough and cut stones for jewelry. C.i.f. Prices, catalogs requested. Direct purchase and agency. East Commercial Co., Ltd. (importer, exporter), 5-11 Old Customs House Le., New Rd., Bangkok. WTD 4/66.

203 Canning, preserving foods

ETHIOPIA—Canned fruits, juices, other canned foods. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Dire Dawa. WTD in preparation.

SWEDEN—Canned fruits, vegetables. Direct purchase and agency. Gust F. Bratt & Co:s Agentur AB (agent), Kungsgatan 56, Goteborg C. WTD 7/6/67.

204 Grain mill products

ETHIOPIA—Flour and cereals. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Dire Dawa. WTD in preparation.

NETHERLANDS—De-fatted soybean meal, corn gluten feed pellets, cake, meal, related products for sale to manufacturers of mixed feedstuffs; sorghum grain, linseed cake, meal, and ex-pellets. B. H. Wormgoor N.V. (attention Mr. G. J. Kuijper) (importer, wholesaler), 3 Vispoortplein (P.O. Box 58), Zutphen. WTD 2/17/67.

205 Bakery products

SWEDEN—Biscuits, crackers, related products. Direct purchase and agency. Gust. F. Bratt & Co:s Agentur AB (agent), Kungsgatan 56, Goteborg C. WTD 7/6/67.

209 Food preparations

SWEDEN—Chips, sticks, related products. Direct purchase and agency. Gust. F. Bratt & Co:s Agentur AB (agent), Kungsgatan 56, Goteborg C. WTD 7/6/67.

220 Textile mill products

SWEDEN—Cotton, man-made fiber, wool upholstery, curtain, drapery fabrics. AB E. Stjerna (wholesaler), Herrljunga. WTD 6/29/67.

221 Broad woven fabric mills, cotton

FRANCE—Printed cotton yard goods for women's wear. Requests replies in French. Socofin (wholesaler), 26, Rue Poissonniere, Paris, 2. WTD 11/10/66.

THAILAND—Raw cotton for use in manufacture of textiles. C.i.f. prices, samples re-

S. Viet-Nam cites need for building equipment

The Industrial Development Center (IDC), a Viet-Namese Govt. Agency in charge of industrial development in Viet-Nam is seeking bids for machinery and equipment for the manufacture of prefabricated houses, with an annual production capacity of 3,000 units. The bidder is to supply detailed planning of the factory, instruction for erection, guidance for test operation before taking over and technical assistance and supply of materials after commencement of the productive operation of the Prefabricated Houses Manufacturing Plant in Viet-Nam.

Interested firms should contact Industrial Development Center (IDC), 40-42 Nguyen Hue, P.O. Box 336, Saigon. Deadline for bidding is July 30 and firms may obtain a copy of general conditions and specifications on a loan basis from the Building Materials & Construction Industries Div., BDSA, Rm. 4014, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4272).

Ceylon requests bidder on Plywood Resin glue

The Chairman, Ceylon Plywoods Corp., 420 Bauddhaloka Mawatha, Colombo 7, has issued a request for bids with a deadline of Sept. 12 for 250 tons and corresponding hardener of urea formaldehyde resin glue for plywood manufacture, in powder form, packed in steel drums with polyethylene covers or sacks, conforming with British Standard Specification 1203:1954. Copies of tender are available on a loan basis to firms located in the United States from the Chemicals & Allied Products Div., Business & Defense Services Admin., U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3512).

quested. Direct purchase and agency. Rojanakit Limited, Part. (importer, exporter), 1065 Songwad Rd., Bangkok. WTD 10/66.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Manmade fiber fabrics, printed. 35 inches wide or more. Estimated size of orders 1,000 to 5,000 yards of each pattern. Requests replies in German. "Widamo" Damenkleiderfabrik (manufacturer), Dr. Ernst Kucera, Dr. Franz Arming-Strasse, A-4600 Wels. WTD 8/9/66.

FRANCE—Silk yard goods for women's wear. Reqeusts replies in French. Socofin (wholesaler), 26, Rue Poissonniere, Paris, 2. WTD 11/10/66.

224 Narrow fabrics, other small wares mills

IVORY COAST—Five thousand square meters each of khaki narrow fabric, percale fabric. Requests replies in French. Ets. Raphael ADOTEVI et Freres (importers), B.P. 415, Abidjan. WTD 6/23/67.

NETHERLANDS—Ribbon suitable to be printed with indelible ink for manufacture of washable printed labels for wearing apparel industry. Firma G. Bosch (manufacturer, sales agent, importer), 20 Roerstraat, (P.O. Box 600), Amsterdam. WTD 6/29/67.

225 Knitting mills, products

ETHIOPIA—Women's, girls' sweaters, other knit outerwear. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Dire Dawa. WTD in preparation.

FRANCE—Full-fashioned hosiery, shirts made in knitting mills. Requests replies in French. Societe Nouvelle d'Approvisionnements Textiles (importer, wholesaler, commission merchant), 36, Rue de Clery, Paris, 2. WTD 11/15/66.

Acetate jersey yard goods for women's wear. Requests replies in French. Socofin (wholesaler), 26, Rue Poissonniere, Paris, 2. WTD 11/10/66.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

227 Floor covering mills, products

SWEDEN—Woven and tufted rugs, carpets. AB E. Stjerna (wholesaler), Herrljunga. WTD 6/29/67.

228 Yarn, thread mills, products

IRAN—Synthetic yarns for textile industries. Direct purchase and agency. Nakh Kork Trading Co., Ltd. (importer), Saraye Tavakol, Bazaar, Tehran. WTD 6/28/67.

Woolen yarns for textile industries. Direct purchase and agency. Nakh Kork Trading Co. Ltd. (importer), Saraye Tavakol, Bazaar, Tehran. WTD 6/28/67.

231 Men's, youths', boys' suits, coats, overcoats

ETHIOPIA—Men's, boys' suits. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Dire Dawa. WTD in preparation.

232 Men's, youths', boys' furnishings, work clothing

ETHIOPIA—Men's, boys' shirts. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Addis Ababa. WTD in preparation.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Skirts, dresses, other women's outerwear. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Dire Wawa. WTD in preparation.

234 Women's, misses', children's, infants' undergarments

FRANCE—Nylon lingerie. Requests replies in French. Societe Nouvelle d'Approvisionnements Textiles (importer, wholesaler, commission merchant), 36, Rue de Clery, Paris, 2. WTD 11/15/66.

241 Logging camps, logging contractors

FRANCE—Silver grey soft elm. Leon Groscot (importer, wholesaler), 118-122, Rue de Lagny, 93 Montreuil-sous-Bois. WTD 11/4/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated wooden sections ready for assembly, partitions, decorative panels, and structural wood products of various types suitable for retail sale to artisan workers and "do-it-yourself" individuals. Direct purchase and agency. Requests replies in French. Lecomte & Fils (S.A.) (dealers), 99 Rue de la Liberte; 33- Cauderan-Bordeaux, Gironde. WTD in preparation.

263 Paperboard mills, products

NETHERLANDS—Kraftliner. Direct purchase and agency. L. M. Petit (sales agent), 60 Churchill-laan, Haarlem. WTD 6/28/67.

264 Converted paper, paperboard products

NETHERLANDS—Printing paper, gift wrapping paper, paper specialties. Direct purchase and agency. L. M. Petit (sales agent), 60 Churchill-laan, Haarlem. WTD 6/28/67.

Packaging materials. Direct purchase and exclusive agency representation if necessary stockkeeping for Benelux countries required. Niermans & Co. (sales agent), 69 Stadhouderskade, Amsterdam. WTD 2/20/67.

THAILAND—Sanitary napkins, double ply and packaged, c.i.f. prices requested. Direct purchase and agency. East Commercial Co., Ltd. (importer, exporter), 5-11 Old Customs House Lane, New Rd., Bangkok. WTD 4/66.

273 Books

GERMANY—Scientific and professional books, hard bound and paperback. Osiandersche Buchhandlung (retailer, importer, exporter), 74 Tuebingen, Wilhelmstrasse 12. WTD 7/67.

277 Greeting card manufacturing

IRELAND—Greeting cards, all types. Avon Sales (1967), Ltd. (manufacturer), 49 Lr. O'Connell St., Dublin 1. WTD 6/67.

Greeting card designs, art work and film positives. Irish Art Publications, Ltd. (importing distributor, manufacturer), 15-17 Upper Abbey St., Dublin 1. WTD 5/67.

281 Industrial chemicals

BRAZIL—Reagents and analytical chemicals for laboratory use, scientific research. Direct purchase and agency. INCOL Instrumentos Cientificos e Comercio Ltda. (importer, wholesaler), Avenida Franklin Roosevelt 39, 9° andar, sala 910, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 7-67.

● **CEYLON**—Sulfur, 99/100% pure, 300 L.T., kibbled form suitable for dry feeding to rotary type burner. Tender No. 112. Bid deadline Aug. 8. Eastern Paper Mills Corp., P.O. Box 1367, Colombo. Copies of tender available from the Chemicals & Allied Products Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5498).

MALAYSIA—Refrigerant gases, R-11, R-12, R-22, R-113 and ammonia. Direct purchase and agency. The General Electric Company (Malaya) Ltd., Attention: Mr. S. P. Fang, Air-conditioning Engineer, Engineering Div. Magnet House, 2-4 Jalan Campbell, P.O. Box 256, Kuala Lumpur. WTD 1/67.

THAILAND—Glycerine for industrial uses. C.i.f. prices requested. Direct purchase and agency. Jardine Waugh, Ltd. (importer), 226 Nares Rd., P.O. Box 40, Bangkok. WTD 8/66.

Catalyst for manufacture of fiber boats. C.i.f. price, illustrated materials requested. South East Asia Trading Co. (Siam) Ltd. (importer, wholesaler, retailer), 1171 New Road, Opp. G.P.O. Bangkok. WTD 9/9/66.

Liquid oxygen and acetylene gases in cylinders. C.i.f. prices requested. Direct purchase and agency. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler), 802-4 Siang Kong Rd., P.O. Box 149, Bangkok. WTD 1/67.

282 Synthetic materials

NETHERLANDS—Packaging materials. Direct purchase and exclusive agency representation if necessary stockkeeping for Benelux countries required. Niermans & Co. (sales agent), 69 Stadhouderskade, Amsterdam. WTD 2/20/67.

THAILAND—Fiber glass raw materials for manufacture of boats. C.i.f. prices, illustrated literature requested. South East Asia Trading Co. (Siam), Ltd. (importer, wholesaler, retailer), 1171 New Rd. Opp. G.P.O., Bangkok. WTD 9/9/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Cosmetics, general lines. George B. Kondylis (agent, importer), 26 Irvine St., Kingsford, N.S.W. WTD 6/67.

285 Paints, varnishes, lacquers, enamels

JAPAN—One-component polyurethane enamel used for architectural woodwork applications; if available, for metal, leather concrete industries. Teito Toryo Co., Ltd. (manufacturer), 6-11 Azusawa 1-chome, Itabashi-ku, Tokyo. WTD 6/67.

289 Chemical products

NETHERLANDS—Indelible ink for manufacture of washable printed labels for wearing apparel industry. Firma G. Bosch (manufacturer, sales agent, importer), 20 Roerstraat (P.O. Box 600), Amsterdam. WTD 6/29/67.

THAILAND—Resin adhesive specifically for use in making fiber glass boats. C.i.f. prices, literatures requested. South East Asia Trading Co. (Siam), Ltd. (importer, wholesaler, retailer), 1171 New Rd., Opp. G.P.O. Bangkok. WTD 9/9/66.

UGANDA—Table salt. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

291 Petroleum refining

● **GREECE**—Lubricating Oils and Greases, quantities 1,276 metric tons as follows, 1,126 tons luboils and 150 tons greases. Tender No. B/451/1967, bid deadline 12:30 p.m., Monday, July 31st. Estimated value $250,000. Ministry of Commerce, State Purchases Directorate B, 50 Socratons St., Athens.★ (Telephone: 202-WO 7-2355).

● **SENEGAL**—Supply of three diesel electric locomotives 350-400 hp each, six passenger and two baggage cars, and 296 kilometers of rails. Bid deadline Aug. 31. A worldwide tender to be financed by International Development Assoc. loan. The technical specifications for the equipment covered by the loan are currently obtainable from the Regie des Chemins de Fer Senegalais, Thies. Copy of tender documents available for review only in Rm. 4314, Transportation Equipment Div., BDSA-596, U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **SUDAN**—Sudan Railways Store Dept. requests quotations on 250 metric tons superheated steam locomotive cylinder oil. Contract No. 3727, bid deadline 12 p.m., Thursday, Aug. 17th. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James', London, S.W.1.★ (Telephone: 202-WO 7-2355).

● **THAILAND**—Points and crossings for Bangkok Station Yard. Bid to be submitted with a deposit of Bht. 120,000 (approximately $6,000) before Aug. 15. Tender forms with full particulars are available at the Procurement Section, State Railway of Thailand, Yod-Se, Bangkok, at Bht. 300 (approximately $15) per set. One only copy of specifications and drawings may be examined in Rm. 4224, Iron & Steel Div., BDSA, U.S. Dept. of Commerce, Washington, D.C.

307 Plastic products

FRANCE—Plastic bottle caps and bottle-stoppers, also plastic containers suitable for use by wine and cognac industries. Direct purchase and agency. Delage & Fils (Ets. A.) (wholesaler, manufacturer), 141 Route Nationale, Le Placin; 16- Gensac-la-Pallue; 16- Charente. WTD in preparation.

311 Leather tanning, finishing

NETHERLANDS—Quality nappa, suede skin leather. Elvo N.V. (manufacturer, distributor, exporter, importer), 71 Beatrijsstraat, Rotterdam. WTD 6/67.

322 Glass, glassware

BRAZIL—Glassware for scientific research and laboratory use. Direct purchase and agency. INCOL Instrumentos Cientificos e Comercio Ltda. (importer, wholesaler), Avenida Franklin Roosevelt 39, 9° andar, sala 910, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 7/67.

326 Pottery, related products

FRANCE—Porcelain tableware for household and commercial uses, ceramic plates, related articles, including art pottery, other decorative items; kitchenwares, for hotels, restaurants, institutions. Direct purchase and agency. Verreries d'Aquitaine, (Lambert-Leopold) (dealer, sales agent), 3 Rue Foy; 33- Bordeaux, Gironde. WTD in preparation.

331 Steel mill products

COLOMBIA—Staples, rust resisting, for use on standard office and industrial staple machines. Requests price quotations c.i.f. San Andres Island. Almacenes Sporting (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 255, San Andres Island. WTD 6/67.

● **IRAN**—Bars: 173,000 kgs. 16 mm. to 55 mm. Tender Notice No. 283 & 284/46, bid deadline Aug. 28. Purchasing Dept., Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-2363).

● Sheets and plates, 2,000 mm. x 1,000 mm: 15,000 kgs. galv. sheets 0.75 mm. thk; 67,500 kgs. plain sheets 1 mm. to 5 mm. thk. and 195,000 kgs. plates 10 mm. to 30 mm. thk. Tender Notice No. 288 & 289/46, bid deadline Aug. 27. Purchasing Dept., Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-2363).

● 20,000 kgs. (approximately 20 long tons). 75 percent Ferrosilicon in 100 kg. (220.5 lb.) drums. Tender No. 476/46, bid deadline Aug. 29. Ministry of Roads, Iranian State Railways, Tehran. Copy of conditions may be reviewed in Rm. 4228, Iron & Steel Div., U.S. Dept. of Commerce. (Telephone: 202-WO 7-4684).

● **SUDAN**—Cotton ties: 1000 tons, size 1 mm. x 18 mms. x 2380 mms. Tender for the Supply of Baling Hoops, bid deadline Aug. 9. Asst. Gen. Mgr. of Supplies, Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-2363).

● **TURKEY**—Seamless tubing for derrick construction: 52 kg/mm² tensile. Size range 245 to 368 mm. O.D., 108 pcs. required. Bid deadline July 28. Denizcilik Bankasi T.A.O., Malzeme Mudurlugu, 27 Mayis Han, Bahcekapi, Istanbul. (Turkish Maritime Lines, Procurement Dept.). Tender documents available from Modern Translation Bureau, Karanfil Sokak 41/1, Yenisehir, Ankara, for $4.00 including airmail postage.

341 Metal cans

IRELAND—Milk cans made from aluminium, tinned steel, with capacities of 1-12 imperial gallons per can. Direct purchase and agency. Irish Co-Operative Agency Society Ltd. (importing distributor, manufacturers' agent, manufacturer), Roxboro' Rd., Limerick. WTD 1/67.

342 Cutlery, hand tools, general hardware

● **IRAN**—Fifty-three sets of oily screw jacks in three sizes. Tender No. 575/46, bid deadline Sept. 13. Ministry of Roads, Iranian State Railways.★ (Telephone: 202-WO 7-5585).

THAILAND—Carpenters' hand tools. C.i.f.

prices, catalogs requested. Direct purchase and agency. H. P. Trading, Ltd., Part. (manufacturer, importer), 355/16 Luang Rd., Opp. Central Hospital, Bangkok. WTD 6/67.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Afterburners, either gas or oil fired, to control air pollution by completing combustion of smoke and fumes from such industrial processes as incinerating waste or melting scrap. Direct purchase and agency. Federated Engineers, Ltd. (retailer, distributor, importer, exporter), P.O. Box 21, Artarmon, N.S.W. WTD 3/67.

344 Fabricated structural metal products

PHILIPPINES—Induced draft cooling towers. Mr. Reynaldo A. Concepcion, Executive Vice President, Concepcion Industries, Inc. (manufacturer), 308 Buendia Avenue Ext., Makati, Rizal; Box 258, Commercial Center, Makati, Rizal. WTD 12/2/66.

352 Farm machinery

SWEDEN—Tillers, 3-5 horse power. Direct purchase and agency. AB J. Schneider (retailer, agent, distributor, importer), 1 Vastmannagatan, Stockholm. WTD 6/15/67.

353 Construction, mining, materials handling machinery, equipment

★★**BRAZIL**—Repair parts for U.S. built earth moving, mining equipment. Macserv Maquinas e Servicos Ltda. (retailer, wholesaler), Rua Heitor de Morais 257, Sao Paulo. WTD 6/67. TM-83.

NETHERLANDS—Glass pulverizing equipment. Koster & van Batenburg N.V. (importing distributor, manufacturer), 3 Oosterweezenstraat, Alkmaar. WTD 6/29/67.

SWEDEN—Snow blowers, rotary type, 4-6 horse power. Direct purchase and agency. AB J. Schneider (retailer, agent, distributor, importer), 1 Vastmannagatan, Stockholm. WTD 6/15/67.

354 Metalworking Machinery

● **GREECE**—Machine and carpentry shop equipment for vocation training school. Includes 20 floor type lathes—center height, 250 mm., distance between centers, 1000 mm.; four bench type drilling machine; eight oxy-acetylenewelding sets, one electromagnetic crack detection set; one automatic band welder; one router with 4.5 H.P. motor; automatic band sharpener; tool grinder-cast iron base—150 mm. dia. wheels; one portable powered grinder, and one portable powered ½" drill. Tender No. 4/412/1967, bid deadline Aug. 2. Ministry of Commerce, State Purchases Directorate-4, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2723).

GUATEMALA—Small tube-bending machine. Wire drawing machine to fabricate wire mesh. Requests replies in Spanish. Ruben Montenegro M.—Almacen "La Brocha" (merchant), 12 Avenida 28-10, Zona 5, Guatemala City. WTD 6/67.

● **HONG KONG**—42 inch. guillotin type cutter with hydraulic clamping device. Tender No. Stores A-28015, bid deadline Aug. 18. Controller of Stores, Stores Department, Oil St., North Point.★ (Telephone: 202-WO 7-2723).

● **INDIA**—Supply and erection of metalworking machinery, including: dynamic balancing machine for D.C. traction motors; vacuum impregnating armature equipment; general purpose wheel lathe, distance between centers—2743 mm., dia. of wheel to be turned—800 to 1200 mm., induction type tire heater; 600 ton hydraulic wheel press; radial drill, 900 mm., arm; horizontal boring machine, 90 mm. Spindle, 800 x 1000 mm. table; gap bed lathe, 250 mm. center height X 2500 mm. between centers; and commutator turning lathe with banding equipment. Tender No. LC/233/R/311/IV, bid deadline Aug. 7. Chief Electrical Engineer (Construction), Central Railway, Victoria Terminus, Bombay 1.

Copies of tender documents may be obtained from the above address for RS 25 (approx. $3.33). Copy of tender for review only, not for loan, is available from the Metalworking Equipment Div., Rm. 4208, BDSA-592, U.S. Dept. of Commerce, Washington, D.C. 20230.

THAILAND—Full range electric and gas welding equipment. C.i.f. prices, catalogs requested. Direct purchase and exclusive agency. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler, manufacturer), 802-804/1850-1872 Siangkong & New Rds., Bangkok. WTD 1/67.

355 Special industry machinery

★★**BRAZIL**—Plastic extruders for polypropyline, to make flat fibers for bag, rope production. Industrias Quimicas do Brasil S. A.—AVISUN (importer), AV. Sao Luiz 50, 16 andar, Sao Paulo. WTD 6/67. TM-149

★★Machine to manufacture and prepare for market paper used in electro-medical equipment. Papeis Para Electrograficos, M.G.C. de Machado (manufacturer), Rua Turiassu, 928, Sao Paulo. WTD 6/67. TM-30A

GUATEMALA—Small cement-making machinery mixer, concrete-products machinery, equipment. Requests replies in Spanish. Ruben Montenegro M.—Almacen "La Brocha" (merchant), 12 Avenida 28-10, Zona 5, Guatemala City. WTD 6/67.

IRELAND—Milk cooling equipment. Direct purchase and agency. Irish Co-Operative Agency Society, Ltd. (importing distributor, manufacturers' agent, manufacturer), Roxboro' Road, Limerick, WTD 1/67.

356 General industrial machinery

● **HONG KONG**—Two sets turbine cooling water pumps (for a 2.5 M.W. turbo-alternator), capacity 2,100 Imperial g.p.m.; and two sets seawater pumps with starters, capacity 100 Imperial g.p.m. Full price list recommended spares for two years required. Should bid through local agent. Tender No. A-36131, bid deadline Aug. 8. Controller of Stores, Stores Dept., Oil St., North Point.★ (Telephone: 202-WO 7-5585).

NETHERLANDS—High pressure pumps for industrial cleaning equipment. Koster & van Batenburg N.V. (importing distributor, manufacturer), 3 Oosterweezenstraat, Alkmaar. WTD 6/29/67.

PHILIPPINES—Horizontal mounting submersible pumps; propeller and centrifugal fans, roof ventilators. Mr. Reynaldo A. Concepcion, Executive Vice President, Concepcion Industries, Inc. (manufacturer), 308 Buendia Avenue Ext., Makati, Rizal; Bx 258, Commercial Center, Makati, Rizal. WTD 12/2/66.

TURKEY—Machinery for manufacturing bushings made of bronze alloy. Planned annual capacity 1,000 tons. Mr. Erkan Orcaner (manufacturer), Karabaglar, Pasa Koprusu, Izmir. WTD in preparation.

357 Office, computing, accounting machines

COLOMBIA—Dating and stapling machines, punches, related office materials. Requests descriptive catalogs with price quotations c.i.f. San Andres Island. Almacenes Sporting (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 255, San Andres Island. WTD 6/67.

● **EL SALVADOR**—Supply of eight tellers' machines. Tender No. 70 (67), bid deadline Aug. 8. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

FRANCE—Commercial laundry and dry cleaning equipment; vacuum cleaners, floor waxers; air-conditioning units; ironers and pressing machines; food and beverage dispensers, other categories of machines and products of modern types for use by restaurants, hotels, hospitals, collectives. Descriptive literature, price lists requested. Direct purchase and agency. DITO (dealer, sales agent), 23- Aubusson, Creuse. WTD in preparation.

IRELAND—All types of refrigeration, ancillary equipment. Direct purchase and agency. Southern Refrigeration, Ltd. (importing distributor), 44 The Quay, Waterford. WTD 6/67.

SOUTH AFRICA—Automatic merchandising machines, food and beverage, coin operated, to cater for requirements of 4,500 people in rush periods of 400 persons per shift. Machines required to have facilities for replenishment from rear. Requests full particulars, catalog, price sheets. The Municipality of Oudtshoorn, write to Town Clerk, P.O. Box 255, Municipality, Oudtshoorn, Cape Province.

SWEDEN—Small capacity comfort air conditioning equipment, air coolers. Agency and direct purchase. Freon-kyl AB (distributor), Hilderbrandsgatan 1, Goteborg H. WTD 11/28/66.

Catering equipment, particularly coffee-making machines, soft drink dispensers including draft-beer equipment. Direct purchase and agency. Hermelins Handels AB (importer, wholesaler, sales agent), Agnegatan 29, Stockholm. WTD 6/19/67.

362 Electrical industrial apparatus

SWEDEN—Automatic air conditioning controls. Agency and direct purchase. Freon-kyl AB (distributor), Hilderbrandsgatan 1, Goteborg H. WTD 11/28/66.

THAILAND—Arc welding machinery of all ranges, with accessories. C.i.f. prices, catalogs requested. Direct purchase and agency. Yong Kee Liab Heng Co., Ltd. (importer, wholesaler), 802-4 Siang Kong Rd., P.O. Box 149, Bangkok. WTD 1/67.

364 Electric lighting, wiring equipment

NETHERLANDS—Electric Christmas tree lights 220 V., 50 cycles, C.i.f. quotations, descriptive literature requested. Direct purchase and exclusive representation for Benelux coun-

tries required. H.A.J. Kaemingk N.V. (importer, wholesaler, exporter), 5-7 Hogestraat, (P.O. Box 7), Aalten. WTD 6/28/67.

366 Communication equipment

PAKISTAN—Military mine detection sets for locating ferrous and non-ferrous mines. Prefers to import kits to be assembled in Pakistan. Requests descriptive literature, quotations C. & F. Karachi. Radio & Electronic Industries (commission importer), 16 The Mall, Lahore. WTD in preparation.

367 Electronic components, accessories

AUSTRIA—Special component parts for use in manufacture of electrical household appliances. Requests prices c.i.f. Austrian border. Requests replies in German. Dr. Ing. Geza Heizer (importer, wholesaler, manufacturers agent), Sophiengutstrasse 25, A-4020 Linz/Donau. WTD 3/7/66.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Automotive replacement parts and accessories including rings, carburetors and repair kits, fuel systems, tie rods, roller and ball bearings. Request price quotations c.i.f. Barranquilla. Arias & Jimenez Ltda. (importers, wholesalers, retailers), Calle 37, No. 45-124, Barranquilla. WTD 6/67.

NETHERLANDS—Refuse cars; streetcleaning equipment. Koster & van Batenburg N.V. (importing distributor, manufacturer), 3 Oosterweezenstraat, Alkmaar. WTD 6/29/67.

UGANDA—All makes of new, second-hand automobiles. Mbale Car Mart, Ltd. (distributor, retailer), P.O. Box 425, Mbale. WTD 6/67.

372 Aircraft, parts

AUSTRIA—Aircraft accessories, support equipment of all kinds. OeFAG, Oesterr. Fahrzeugbauges m.b.H. (importer, retailer, manufacturers' agent), Abt. Flugdienst, Innsbrucker Bundesstrasse 128, A-5021 Salzburg. WTD 11/25/66.

373 Ship building, repairing

KOREA—Coast guard patrol boats (type used by Customs Service) and C-45 aircraft spare parts. Requests brochures, specifications, operating cost data, prices, together with foreign sales distributor's discount schedules. United Industries International Representative: RYM Kyu-Sung (sales agent), I. P. O. Box 1776 Seoul. WTD 4/66.

374 Railroad equipment

● **THAILAND**—360 magnet switches and 120 locking magnets. Tender No. 10295, bid deadline Aug. 10. Procurement Section, State Railway of Thailand, Yod-Se, Bangkok. Drawings at $1.00 per set and a deposit of $410 required with bid. Copies of specifications may be reviewed only in Rm. 4314, Transportation Equipment Div., BDSA, U.S. Dept. of Commerce, Washington, D.C. 20230.★ (Telephone: WO 7-4816).

● 320 sets and 598 sets of U.S. type automatic couplers. Delivery must be made to Makkasan Workshops in Bangkok. Tender No. 10193, bids to be submitted with a deposit of (approximately $2,560) before Aug. 28. Full particulars and specifications are available for sale at the Procurement Section, State Railway of Thailand, Yod-Se, Bangkok at $2.50 per set.

381 Engineering, laboratory, scientific, research instruments

AUSTRIA—Drafting instrument, machines. Requests prices c.i.f. Austrian border. Direct purchase and agency. Requests replies in German. Dr. Ing. Geza Heizer (importer, wholesaler, manufacturers' agent), Sophiengutstrasse 25, A-4020 Linz/Donau. WTD 3/7/66.

BRAZIL—Laboratory and scientific research instruments, apparatus. Direct purchase and agency. INCOL Instrumentos Cientificos e Comercio Ltda. (importer, wholesaler), Avenida Franklin Roosevelt 39, 90 andar, sala 910, Rio de Janeiro ZC-39, Estado da Guanabara. WTD 7/67.

COLOMBIA—Slide rules, dividers, dating instruments. Requests illustrated literature with price quotation c.i.f. San Andres Island. Almacenes Sporting (importers, wholesaler, retailer), Apartado Aereo (Air Mail P.O. BOX) 255, San Andres Island. WTD 6/67.

382 Instruments for measuring, controlling, indicating physical characteristics

● **TURKEY**—Supply of unspecified number of single and double parking meters. Bid deadline Aug. 23. For additional information and availability of tender documents contact the following agency inviting the bids: T.C. Belediye Reisligi, Makine Elektrik Ve Sanayii Isleri Mudurlugu (Istanbul Municipality) Istanbul.

● Supply of one barrel tester, for testing 25-200 lt. size wooden beer kegs and barrels, by forcing compressed air into barrels immersed in water; all operations to be automatic. Bid deadline Aug. 11. Submitted by Tekel Genel Mudurlugu, Markez Satinalma Komisyonu Baskanligi, Unkapani, Istanbul. (The State Monopolies). Tender documents available at $11.56 per set including airmail postage, from Modern Translation Bureau, Karanfil Sokak 49/1, Yenisehir, Ankara.

383 Optical instruments, lenses

AUSTRIA—Optical instruments other than microscopes, binoculars and the like, particularly optical instruments for laboratory, medical use. Direct purchase and agency. Optotechnik, Inh.Friedrich von Rosen (importer, wholesaler, manufacturers' representative), Dr. Karl Lueger Ring 12, A-1014 Vienna. WTD 9/30/66.

SPAIN—Optical instruments and lenses including frames, microscopes, telescopes, thermometers, binoculars, compasses, related goods. Direct purchase and agency Requests replies in Spanish. Benoist Berthiot Iberica, S.A. (importer, retailer, wholesaler), Ricardo Montes Nos. 5 y 7, Oviedo. WTD 7/67.

384 Surgical, medical, dental instruments

FINLAND—Dental apparatus, equipment, supplies. Desires exclusive agency. Oy Dentaldepot Ab (importer, distributor), Etelaranta 2, Helsinki 13. WTD 6/26/67.

● **TURKEY**—Supply of 80 miscellaneous types of hospital equipment, including 28 operator tables with hydraulic system, 62 portable electro-cardiography sets, 70 microscopes monocular, 89 oxygen tents, 20 artificial respirator apparatus, 198 blood pressure testers, 28 narcosis apparatus, 13 dentist chairs, 35 autoclavs, 20 artificial respirator apparatus, 8 diadynamy apparatus, 21 incubators, 40 electro cautery equipment, 39 bacteriological sterilizers, 28 overhead operation lights, 21 X-ray sets of various types, etc. Bid deadline Aug. 1. Submitted by Sosyal Sigortalar Kurumu Genel Mudurlugu, Markez Satinalma Komisyonu Baskanligi, Sihhiye, Ankara. (Social Insurance Association). Tender documents available at $9.00 per set, from Modern Translation Bureau, Karanfil Sokak 49/1, Yenisehir, Ankara.

394 Toys, amusement, sporting goods

FRANCE—Toys, such as dolls, doll parts, doll clothing, stuffed toy animals, carts, mechanical trains, pedal-cars, velocipedes and tricycles, scooters, rowers, toy guns, air rifles, pistols, musical instruments and reproduction of household utensils equipment. Requests replies in French. Arbois S.A. (importer, wholesaler, agent), 123, rue de Tocqueville, Paris, 17eme. WTD in preparation.

395 Pens, pencils, office artist materials

THAILAND—Complete line of ball-point pens. C.i.f. prices, samples requested. Direct purchase and agency. East Commercial Co., Ltd. (importer, exporter), 5-11 Old Customs House Le., New Rd., Bangkok. WTD 4/66.

396 Costume jewelry, novelties, buttons, notions

AUSTRIA—Buttons for ladies', misses' apparel. Estimated size of order 5 to 10 gross of each pattern. Requests replies in German. "Widamo" Damenkleiderfabrik (manufacturer), Dr. Ernst Kucera, Dr. Franz Arming-Strasse, A-4600 Wels. WTD 8/9/65.

399 Manufacturing industries

BELGIUM—Transparencies for overhead projectors. Steppe (importer, distributor), Steenweg op Aalst 85, Ninove. WTD 6/67.

NETHERLANDS—Complete line of Christmas decorations, related articles, also novelties. Interested in offers from American exporters of Japanese, Chinese, Hongkong products. C.i.f. quotations, descriptive literature requested. Exclusive representation on an outright basis for Benelux countries required. H.A.J. Kaemingk N.V. (importer, wholesaler, exporter), 5-7 Hogestraat (P.O. Box 7), Aalten. WTD 6/28/67.

Bingo, other coin operated amusement machines. Kooijman's Agencies Inc. (general importer), 42 Architectenweg, Curacao. WTD 7/22/66.

SWEDEN—Pens, lighters, gift and advertising articles suitable for large consumers. Direct purchase and agency. C. A. Ostlund (importer, wholesaler), Stureplan 19, Stockholm. WTD 6/29/67.

504 Groceries

UGANDA—Onions, related vegetables. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

192 Ammunition, except for small arms

NETHERLANDS—Ammunition for naval artillery, military arms. Seeks exclusive representation for Benelux. Schuller N.V. Luchtvaart Adviesbureau (importer), 15 Eikenhorstlaan, Wassenaar. WTD 7/67.

204 Grain mill products

UGANDA—Rice. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

262 Paper mills, products

FRANCE—Printing paper; writing paper; wrapping paper. Socetiere Papetiere F. Gonay (importer, agent, wholesaler, commission merchant), 32, Rue Pierre-Semard, Paris, 9eme. WTD 4/24/66.

264 Converted paper, paperboard products

FRANCE—Writing paper, oiled wrapping paper, waterproof wrapping paper. Societe Papetiere F. Gonay (importer, wholesaler, agent, commission merchant), 32, Rue Pierre-Semard, Paris, 9eme. WTD 4/24/66.

281 Industrial chemicals

PAKISTAN—Borax granular, boric acid powder, feldspar, salt cake used in glass industry; fuller's earth for bleaching and sodium bicarbonate. Requests catalogs, quotation, C. & F., Karachi. Afzal Trading Corp. (importer), Shaikh Chamber, Near Light House Cinema, Bunder Rd., Karachi. WTD 3/28/66.

331 Steel mill products

NETHERLANDS—Alloy metals including nonferrous, molybdenum new and special purpose rolling mill products including wire products. Seeks exclusive representation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS—Nonferrous metals and alloys, special rust and corrosion resistant metals, titanium, tantalum, exotic metals. Seeks exclusive representation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

351 Engines, turbines

NETHERLANDS—Gas turbines up to 5000 HP. Seeks exclusive representation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

Diesel, gas, gasoline, other fuled engines, inboard and outboard motors, turbines of special types for use in marine, vehicle, generating, other sectors. Kemper & Van Twist Diesel N.V. (importer distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156 Dordrecht. WTD/6/67.

PAKISTAN—Diesel engines, 750 r.p.m. Requests catalogs, quotations, C. & F., Karachi. Telec Electronic & Machinery, Ltd. (importer), 415 Mahboob Chambers, Victoria Rd., Karachi. WTD 5/67.

352 Farm machinery

NETHERLANDS—Light agricultural implements, tools, and equipment for farm sector, such as motor-powered hedge trimmers, brush cutters, power tools. 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President, American Laundry Machinery Industries

353 Construction, mining, materials handling machinery, equipment

IRELAND—Mechanical handling equipment, except reach trucks, pallet trucks, fork lift trucks, travelifts. Special Service Co. Ltd. (importing distributor, manufacturers' agent), Sutton, Dublin. WTD 6/67.

NETHERLANDS—Materials handling equipment for aircraft, airport terminals. Seeks exclusive representation for Benelux. Schuller N.V. Luchtvaart Adviesbureau (importer), 15 Eikenhorstlaan, Wassenaar. WTD 7/67.

Special conveyors for foundries, metalworking, chemical and other industries, refineries. Seeks exclusive reprsentation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

Road construction, building, other equipment for construction sector such as excavating and levelling machinery, pile drivers, concrete mixers. Seeks exclusive agencies for NATO countries but especially for Indonesia. Enco Aircraft-Contractors N.V. (importer), 244 Ruychrocklaan, The Hague. WTD 4/67.

PAKISTAN—Cranes, bull dozers, road rollers. Requests catalogs, quotations, C. & F., Karachi. Telec Electronic & Machinery, Ltd. (importer), 415 Mahboob Chambers, Victoria Rd., Karachi. WTD 5/67.

355 Special industrial machinery

★★BRAZIL—Ion exchange equipment. Have technical know-how to provide servicing. Representacoes Tecnicas do Brasil S/C Ltda. (agent), Rua Sete de Abril 235, conj. 204, Sao Paulo. WTD 6/67. TM-54

★★ Equipment, food processing, wide variety, especially poultry processing equipment. Sografe Ltda., A.B. Alimentos e Bebidas (publisher, representative), Rua Frei Caneca 205, Sao Paulo. WTD 6/67. TM-6

NETHERLANDS—Advanced and special purpose heavy machinery and equipment for foundries, steel and aluminium plants, refineries, chemical plants. Seeks exclusive representation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

358 Service industry machines

HONG KONG—Domestic and industrial air conditioning units, complete. Exclusive agency. Tai Hing Enterprises Co., Ltd. (importer, wholesaler, retailer, exporter), P.O. Box 14560. Cable: THINGIECO. WTD in preparation.

NETHERLANDS—Waste and other water treatment plants, equipment. Seeks exclusive representation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

362 Electrical industrial apparatus

GERMANY—Switches, industrial controls, timing and control devices. C.i.f. prices, catalogs requested. Exclusive representation requested. Heinrich Baumueller Fabrik fuer Elektrotechnik GmbH (manufacturer, wholesaler), Ostendstrasse 80, 85 Nuernberg 80. WTD 6/67.

363 Household appliances

HONG KONG—Household electrical refrigerators. Exclusive agency. Tai Hing Enterprises Co., Ltd. (importer, wholesaler, retailer, exporter), P.O. Box 14560. Cable THINGIECO. WTD in preparation.

366 Communications equipment

NETHERLANDS—Airspace and ground navigational electronic equipment, communication equipment including radar, radar jamming, infra-red detection systems, other surveying equipment. Seeks exclusive agencies for NATO countries, Indonesia. Enco Aircraft-Contractors N.V. (importer), 244 Ruychrocklaan, The Hague. WTD 4/67.

Airspace and ground control communication equipment, especially for military sector. Seeks exclusive representation for Benelux. Schuller N.V. Luchtvaart Adviesbureau (importer), 15 Eikenhorstlaan, Wassenaar. WTD 1/67.

Electronic navigational instruments, equipment for marine sector. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

PAKISTAN—VHF-HF Transmitter receivers. Requests catalogs, quotations, C. & F., Karachi. Telec Electronic & Machinery, Ltd. (importer), 415 Mahboob Chambers, Victoria Rd., Karachi. WTD 5/67.

367 Electronic components, accessories

GERMANY—Specialized electronic equipment, transducers, transformers, controls. C.i.f. prices, catalogs requested. Exclusive representation requested. Heinrich Baumueller Fabrik fuer Elektrotechnik GmbH (manufac-

turer, distributor), Ostendstrasse 80, 85 Nuernberg 80. WTD 6/67.

NETHERLANDS—Highly technical electronic instruments, apparatus and components for aviation, military, industrial purposes. Seeks exclusive agencies for NATO countries, Indonesia. Enco Aircraft-Contractors N.V. (importer), 244 Ruychrocklaan, The Hague. WTD 4/67.

Electronic equipment for armed forces. Seeks exclusive representation for Benelux. Schuller N.V. Luchtvaart Adviesbureau (importer), 15 Eikenhorstlaan, Wassenaar. WTD 1/67.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Heavy electrical industrial equipment. Seeks exclusive representation. Rollo N.V. (trading company), 10-12 Alexanderstraat, The Hague. WTD 7/67.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Special vehicles for use in construction, military, pipe-laying, and related sectors, especially those for off-the-road use. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

372 Aircraft, parts

DENMARK—Complete aircraft, all kinds, executive, utility, commercial, cargo, passenger; complete line of spare parts for same including spare parts for Sikorsky S-61, and F-104G. V. Reitz & Co. Aviation Div. (agent, engineer), 106-B, Vangedevej, Copenhagen-Gentofte. Cable: REITZING, Copenhagen. WTD 7/67.

NETHERLANDS—Aircraft, repair- replacement and newly developed parts, accessories, especially for military use. Seeks exclusive agencies for NATO countries, Indonesia. Enco Aircraft-Contractors N.V. (importer), 244 Ruychrocklaan, The Hague. WTD 4/67.

Aircraft repair- replacement and newly developed parts, engines and accessories, especially military. Seeks exclusive representation for Benelux. Schuller N.V. Luchtvaart Adviesbureau (importer), 15 Eikenhorstlaan, Wassenaar. WTD 1/67.

373 Shipbuilding, repairing

NETHERLANDS—Boats, other marine vehicles. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 22 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

381 Engineering, laboratory, scientific, research instruments

LUXEMBOURG—Engineering, laboratory, scientific, research instruments, associated equipment. Requests replies in French, German. Mr. Hugues Cadiat (consignee, representative, agent), P.O.B. 15—Differdange, 62a, Rue Emile Mark, Differdange. WTD 6/21/67.

NETHERLANDS—Navigational instruments for aircraft, landing devices and related airport equipment, aircraft flight instrumentation. Seeks exclusive representation for Benelux. Schuller N.V. Luchtvaart Adviesbureau (importer), 15 Eikenhorstlaan, Wassenaar. WTD 1/67.

Navigational instruments, equipment for marine sector. Kemper & Van Twist Diesel N.V. (importer, distributor, exporter, manufacturer, agent), 33 Mijlweg, or P.O. Box 156, Dordrecht. WTD 6/67.

382 Instruments for measuring, controlling, indicating physical characteristics

LUXEMBOURG—Instruments for measuring, controlling, indicating physical characteristics. Requests replies in French, German. Mr. Hugues Cadiat (consignee, representative, agent), P.O.B. 15—Differdange, 62a, Rue Emile Mark, Differdange. WTD 6/21/67.

504 Groceries

FINLAND—Fresh applies from East and West Coast. Berner Osakeyhtio (agent), Etelaranta 4 B, Helsinki 13. WTD 6/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Oswaldo Martins, Daniel Martins S.A.-Industria e Comercio, Rua Dr. Silva Leme 80, Sao Paulo, **interested in contacting U.S. manufacturers of heating equipment for a possible joint venture and license agreement.** July 17 via Los Angeles for two weeks. c/o Dept. of Commerce Field Offices. Itinerary: New York, Philadelphia. WTD 6/67.

ENGLAND—J. R. Kirk, Dir., Merton Engineering Co. Ltd., Central Way, Feltham, Middlesex, **interested in negotiating with U.S. firms for licensing and/or joint venture arrangements for manufacture and distribution in U.K. of construction and/or materials handling equipment.** July 4 via New York for five weeks. c/o A. F. Kirk, Apt. 714, 4100 Cathedral Ave., N.W., Washington, D.C. 20016. Itinerary: New York to San Francisco visiting most industrial cities. WTD in preparation.

FINLAND—Jorma Parkkivaara, Oy Machine Tool Co., Ilmala, Helsinki 101, **interested in industrial machines and tools, road building and care machines, lifting, plumbing, welding equipment, new equipment in these fields and developments in technology, particularly in snow removal equipment.** July 20 via New York for three weeks. c/o Marco Products Co., 3416-20 Pineyard Ave., Los Angeles, Calif. 7/24-27; International Wilcox Electric Inc., Kansas City 27, Mo. 8/3. Itinerary: New York, Washington, D.C., Jacksonville, Fla., New Orleans, Los Angeles, San Francisco, Portland, Seattle, Kansas City, Chicago, Cambridge, Mass. WTD 4/67.

FRANCE—Francois Bordy, President, and Jean Castral, Mgr., Bambino, Manufacture Francaise de Vetements pour Enfants, 100 Cours du Dr. Long, 69 Lyon 3 (Rhone), **interested in purchasing clothing, textile machinery, in visiting plants manufacturing ready-made garments for women and children.** July 20 via New York for three weeks. c/o Jack Yentiss, Photomarker, 39 W. 37th St., New York, N.Y. 10018. Itinerary: Charlotte, N.C., Atlanta, and Southern states. WTD under revision.

FRANCE—Andre Caen, President, Henri Caen et Frere, 216bis rue Saint Denis, Paris 2e, **interested in visiting U.S. textile firms to discuss licensing agreements** and requesting technical information on latest textile techniques, particularly on weaving and printing of labels. July 15 via New York until August 7. c/o Park Sheraton Hotel, 7th Ave. & W. 56th St., New York, N.Y. 10019. Itinerary: New York, Boston, Manchester, N.H., Chicago, San Francisco, Washington. WTD in preparation.

HONG KONG—Andy W. C. Lau, Mgr. Dir., Clover Garment Manufactory, Ltd., 6th floor, 104 King Lam St., Kowloon, Hong Kong, **interested in buying machines for cutting and sewing hooks and eyes in brassiere manufacture,** and requesting technical information on garment-making accessories. July 20 via New York for two to three weeks. c/o William Gluckin & Co., Inc., 358 5th Ave., New York, N.Y. 10001. Itinerary: New York, San Juan, Honolulu. WTD 4/27/67.

ISRAEL—Eliezer Preminger, M.J., M.P.A., Financial & Commercial Dir., Chemicals & Phosphates, Ltd., P.O. Box 98, Tel Aviv, **interested in supply of sulphur on behalf of all Israeli consumers.** Approx. July 20 via New York for one week. c/o Israel Office for Economic Services, 805 3rd Ave., New York, N.Y. 10022. Itinerary: New York, Washington. WTD 10/12/66.

JAPAN—Tsuto Saito, Nippon Industry Mfg. Co., Ltd., 13, Itachibori Kita-dori 1-chome, Nishi-ku, Osaka, **interested in importing bar-support producing machine, automatic welding machine for iron and steel wire,** and requesting technical information. July 29 via San Francisco for 19 days. c/o William Sloane House YMCA, 356 W. 34th St., New York, N.Y. 10001. Itinerary: San Francisco, Los Angeles, Chicago, Washington, New York. WTD under preparation.

TANZANIA—Shyam Sarda, S. Sarda & Associates, P.O. Box 470, Dar es Salaam, **interested in meeting U.S. consulting engineers.** July 23 via Boston for one week. c/o Tanzania Representative, U.N. Headquarters, 204 E. 42nd St., New York, N.Y. 10017. Itinerary: Boston, New York, Washington, San Francisco. WTD in preparation.

Dutch unit seeks seller of varied textile products

Household furniture, furnishings among products most desired

A purchasing and importing organization in the Netherlands wishes to buy a wide range of textiles. GIMA, buyers for a group of 85 retailers, some of which are leading retailers in household furniture and furnishings seeks printed curtain fabrics; awning canvas and cotton, with and without stripes, complete with hardware; bed spreads and bed sets; plastic and other draperies; bed sheeting; cotton bedspreads and blankets; cotton upholstery fabrics; artificial upholstery fabrics; artificial leather cloth for wall and furniture upholstery; synthetic household floor coverings; rugs and carpets of various materials and styles, especially utility quality for home use; linoleum, asphalt-felt base and other hard surface floor coverings; and various manufactured synthetic household products. Write: GIMA Inkoopvereniging, 915 Prinsengracht, Amsterdam. WTD 5/67.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA (A $1.00 = U.S. $1.12)—**Esso Standard Oil (Australia), Ltd. and the Broken Hill Proprietary Co., Ltd. form a combine which is drilling for oil and natural gas off the coast of Victoria. They have recently awarded a construction contract for a natural gas processing plant to the Houston firm of Hudson Engineering Corp.** The absorption plant, to be located 12 miles southeast of Sale, Victoria, will cost between $A10 and $A15 million and will process the natural gas from the Barracouta and Marlin Fields directly off the Gippsland coast.

Using low temperature absorption processes, the plant will remove impurities and moisture from the gas and recover the heavier components as liquids. Daily capacity will be 400 million cu. ft., which is 13 times Melbourne's present requirements. Only 20 to 30 men will be required to operate the automated plant.

Construction will begin late this year and is scheduled to be finished within two years. Subcontractors, material and machinery will be primarily Australian. Also included in the contract is an office building that will serve as headquarters for all of Esso/B.H.P.'s production operations in the area.

The Hudson Corp. has established an office at 360 Lonsdale St., Melbourne, Victoria.

JAMAICA (1 £ = U.S. $2.80)—The Minister of Finance & Planning, SEAGA, announced at a press conference that **work is to start next month on a £4.5 million land reclamation project in the Dawkins Pond area west of Kingston.** The project involves the building of a causeway linking Newport West and Fort Augusta, and the creation of two islands with a total area of 220 acres along the causeway. It is expected to require 18 months to complete. The causeway, whose cost is estimated at £1 million, will be built by a Matalon-owned firm, Foreshore Development Co., without cost to the Jamaican Govt. The land reclaimed will be shared between the firm and the Govt. of Jamaica, the latter receiving 25%. The other £3.5 million of the project's cost is for development, housing, construction, etc. Preliminary plans call for a large government housing project, plus several separate private housing developments.

When completed, the causeway will cut the driving distance between downtown Kingston and the western shore of the harbor by more than three-quarters. Present plans call for a new satellite city to be built in a 2,000 acre tract directly west of the Fort Augusta peninsula.

The project offers little or no market for U.S. goods and services in its initial stage, but when buildings begin to go up a wide range of building materials and hardware, sanitary fittings, and household goods and appliances will have to be imported.

PAKISTAN (1 rupee = U.S. $.21)—**A chain of small hotels will be constructed in large cities and resort areas in the country at a cost of Rs. 44.5 million,** to provide better and modern accommodation facilities to the tourists. This was stated in Karachi by the Pakistan International Airlines Chief and Chief Administrator, Tourism Dept., Air Marshal Asghar Khan, while addressing a news conference at the PIA headquarters.

It is said 64 room hotels at Sylhet, Sargodha, Sukkur, Moen-jo-Daro, Chitral, Gilgit, and Kaptai, and 88 room hotels at Khulna, Lyallpur, Multan, and Murree, with additional 20 cottages attached to the Kaptai Hotel, will be constructed under this project. In addition Peshawar and Chittagong will have 125 room hotels. These hotels are to be (European) "motel" style with modern facilities like air-conditioning, heating, car parking, swimming pool, etc. The PIA Chief stated that these hotels were expected to be completed by 1970, and that the whole project would be taken up together. A new holding company would be floated to invite internal investment for the project besides the small companies in respective cities where these hotels would be constructed.

For the foreign exchange component, which would be 20% of the total cost, "satisfactory talks" had been held with the Export-Import Bank. Some foreign companies had also shown "interest" in the project "as they have found it feasible". The whole project is to be completed through private investment and Government would have no share in it.

Air Marshal Asghar Khan said that the Board of Directors of PIA had already approved approx. Rs. 10 million for investment in the project. Besides, Pakistan Services Ltd., which runs the Intercontinental chain of hotels, was also expected to invest a substantial amount. Local municipal organizations had also been approached to invest in the project.

The design and cost estimates of the proposed motels have been prepared by Bechtel Corp. of New York. In order to ensure economic and expeditious implementation of the project, it has been recommended that the design be standardized for all the motels. Local material, equipment and talent will be used as far as possible.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

SWEDEN—Shrimps, canned, glass and plate tins. Firm wishes to appoint distributors. Speciality delicatessen recommended for "Swedish Smorgasbord". Tangenkonserv (manufacturer, exporter), Kungshamn. WTD 6/67.

208 Beverage industries

FINLAND—Eighty proof vodka of Soviet origin, in bottles containing 0.5 liters. Euromarkkinat Oy (importer, exporter, agent), Munkisaarenkatu 4 B, Helsinki 15. WTD 6/67.

209 Food preparations

★★ **BRAZIL**—Coffee, roasted, in bulk containers, packed under vacuum and flushed with inert gas. Julio Queiroz Filho-Exportadora e Importadora (manufacturer, exporter), Rua Alvares Penteado 139, 7 andar, Sao Paulo. WTD 6/67. TM-139

★★ Coffee, soluble, freeze dried. Can ship in 35 Kg barrels. Liobras S.A., Produtos Liofilizados Brasileiros (manufacturers), Rua Frei Caneca, 205, Sao Paulo. WTD 6/67.

233 Women's, misses' juniors' outerwear

IRELAND—Coats, suits, anoraks, casual wear in nylon. Modern Wear, Limited (manufacturer), Norkita House, 19-20 Christchurch Place, Dublin 8. WTD 6/67.

307 Plastic products

FRANCE—Bottle-stoppers, plastic (polethylene), for wine bottles, other categories of bottle-caps (cock, polystyrene top) for beverage industry. Descriptive literature mailed upon request. Delage & Fils, (Ets. A.) (manu facturer, wholesaler), 141 Route Nationale, Le Placin; 16- Gensac-la-Pallue; 16- Charente. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated June.

Canneries and Frozen Foods—Producers and Exporters—Finland.
Clothing—Manufacturers—Spain.
Curios, Novelties and Handicrafts—Manufacturers and Exporters—Peru.
Feedstuffs—Importers, Dealers and Manufacturers—Venezuela.
Fertilizers—Importers, Dealers, Manufacturers and Exporters—Peru.
Hides, Skins and Furs—Importers, Dealers and Exporters—Denmark.
Jewelry, Silverware, Timepieces and Giftware—Importers and Dealers—United Kingdom.
Lumber, Plywood and Veneer—Importers, Dealers and Exporters—Guatemala.
Petroleum Products—Importers, Dealers, Producers and Refiners—Colombia.
Printers, Lithographers, Engravers and Publishers—Mexico
Textile Industry—Denmark.

New Books and Reports

United Nations reports available from Xerox

Previously unavailable United Nation reports are now offered through a new publishing service of University Microfilms, a company of Xerox Corp. The reports, prepared by the U.N. Development Program, describe the results of a variety of feasibility studies, resource surveys, institutional development projects, and economic and social planning of developing countries.

The reports are available for purchase in three forms: soft-bound copies, printed full-size by the xerographic process; 35mm positive roll microfilms, filmed and processed to archival standards for use in microfilm readers; standard 4 by 6 inch microfiche sheets, containing positive images of several pages on each sheet.

Reports are currently available for: Afghanistan, Argentina, Burma, Republic of China, Colombia, Costa Rica, Ecuador, El Salvador, Ethiopia, Ghana, Greece, Guatemala, Guyana, India, Mexico, Morocco, Nigeria, Philippines, Sudan and Yugoslavia. Additional reports will be made available upon completion of each project and upon public release by the governments themselves.

For further information, **write:** University Microfilms, Xerox Corp., Ann Arbor, Mich. 48106.

***Michigan in World Trade.* Published by the International Commerce Committee, Michigan State Senate. Michigan. 1967. 84pp. Free.**

The Michigan State Senate Committee on International Commerce has analyzed the export-promotion activities of all 50 states and studied the present and future markets for Michigan products and produce in 15 overseas nations. Citing the international trade agreement reached by the Kennedy Round, the authors stress the opportunities this opens to U.S. exporters, particularly those, both active and potential, in Michigan.

The committee forsees increasing Michigan's present export total of $2.6 billion by $150 million annually, producing some 5,000 new jobs each year.

The book details what the committee found other states to be doing. A chapter is devoted to the tools and techniques of export promotion: trade missions, trade fairs, mobile trade fairs, U.S. trade centers, sample display centers, foreign trade zones and other services for the exporter.

Based on visits to 15 countries and the colony of Hong Kong, the Senate Committee prepared an analysis of the market potentials for Michigan products and produce. These markets reports are included in the book.

Appendixes cover success stories in international trade, Michigan activity in world commerce, industry-organized/government-approved trade missions during the past five years and a list of state firms that have exhibited abroad.

Write: International Commerce Committee, Michigan State Senate, Lansing, Mich. 48902.

Insurance guide of Pacific offered

A publication covering the insurance market in 10 Pacific countries, *AFIA Guide Pacific*, has been issued by the American Foreign Insurance Association. The *Guide* lists the basic insurance requirements, as well as summaries of the fire, marine and casualty classes, for Australia, Guam, Hong Kong, Japan, Korea, Malaysia, New Zealand, the Philippines, Singapore and Thailand. Brokers, agents and insureds may obtain copies by writing AFIA, 110 William St., New York, N.Y. 10038.

***New York Port Handbook—1967.* Published by the Port Resources Information Committee, Inc. New York. 1967. 224pp. $2.50.**

Chapter headings of the *Handbook* include: the seaport, marine transportation, railroads, truck transport, air transportation, containerization, port agencies, trade and commercial services, visitor to New York, industrial and commercial development, and directory of services.

Write: Port Resources Information Committee, Inc., One Broad St., New York, N.Y. 10004.

***The Economic Outlook.* Published by the Organization for Economic Cooperation and Development. Paris. 1967. $3.80 per issue, introductory subscription (two years) $9, airmail $11.**

The OECD announces publication of a regular and detailed survey of economic trends and prospects for the immediate future. Initially, it will appear twice a year, in July and December.

Articles based on the analyses of OECD's economists and statisticians are already being published in the OECD *Observer*. They will now be supplemented by the longer *Economic Outlook*, which gives a more detailed picture of prospects over the coming year for individual countries and the industrialized world as a whole.

The new magazine, printed in English, will examine the situation regarding demand, output, costs and prices in individual OECD countries, and performances and prospects in foreign trade. *The Economic Outlook* will be slanted particularly towards the international repercussions of national developments.

Attention will be paid to the trend of current balances, monetary developments and capital movements as factors affecting the course of payments equilibrium and international liquidity.

A free, sample copy of the first issue may be obtained by **writing:** Organization for Economic Cooperation and Development, Publications Office, 2 rue Andre-Pascal, Paris 16, France.

***Nuevos Mercados: Tecnicas y Oportunidades de Exportacion para Manufacturas Latinoamericanos.* Published by the Organization of American States. Annual subscription, $3**

This is a new Spanish-language monthly aimed at helping to promote Latin American exports. The inaugural issue contains articles on Sweden as a potentially promising market for Latin American food products, the increase in U.S. consumption of tomato conserves as an export opportunity, how to price export manufactures realistically, and an interview with the president of the U.S. Import Agents.

The first issue is available free from: Department AP, Organization of American States, Washington, D.C. 20006.

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Calendar *for international traders*

DETROIT—Aug. 14-15—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

HONOLULU—Aug. 22—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

KANSAS CITY, Mo.—Aug. 10—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

KANSAS CITY—Aug. 24—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LOS ANGELES—Aug. 14—Businessmen's Consultation, **Ronald A. Webb, Economic-Commercial Officer, Madrid.** Sponsor: Commerce Field Office.

LOS ANGELES—Aug. 18—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

MILWAUKEE—Aug. 1—Milwaukee World Trade Club Annual Outing, River Oaks Country Club, Mequon. Sponsor: World Trade Club.

NEW YORK—Aug. 1-2—Businessmen's Consultation, **Kenedon P. Steins, Commercial Attache, Washington/to Buenos Aires.** Sponsor: Commerce Field Office.

NEW YORK—Aug. 22-23—Businessmen's Consultation, **Stephen Duncan-Peters, Commercial Attache, Stockholm.** Sponsor: Commerce Field Office.

PHILADELPHIA—July 31—Businessmen's Consultation, **Kenedon P. Steins, Commercial Attache, Washington/to Buenos Aires.** Sponsor: Commerce Field Office.

PORTLAND, Ore.—Aug. 11—Businessmen's Consultation, **Ronald A. Webb, Economic-Commercial Officer, Madrid.** Sponsor: Commerce Field Office.

PORTLAND, Ore.—Aug. 15-16—Businessmen's Consultation, **John Gregory, Jr., Commercial Officer, Nagoya.** Sponsor: Commerce Field Office.

SAN FRANCISCO—Aug. 3—Businessmen's Consultation, **Stephen Duncan-Peters, Commercial Attache, Stockholm.** Sponsor: Commerce Field Office.

SEATTLE—Aug. 8—Businessmen's Consultation, **John Gregory, Jr., Commercial Officer, Nagoya.** Sponsor: Commerce Field Office.

SEATTLE—Aug. 17—Businessmen's Consultation, **Monroe E. Aderhold, Commercial Officer, Calcutta.** Sponsor: Commerce Field Office.

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NEW YORK, N.Y., 1001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

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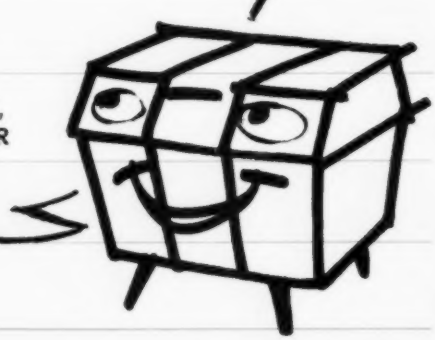
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